DISCLAIMER

The information contained in Victoria University’s 2019 Victoria University Business School was current at 19 November 2018.

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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WWW.VU.EDU.AU
HOW TO USE THIS HANDBOOK

Victoria University’s 2019 Victoria University Business School Handbook is designed to provide students with detailed information on course structures and unit details for undergraduate and postgraduate courses offered by the college in 2019.

The definition of fields used in course tables throughout this handbook include:

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 Victoria University Business School in 2019.

Although all attempts have been made to make the information as accurate as possible, students should check with the college that the information is accurate when planning their courses.

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

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

OTHER INFORMATION

Information about course fees, articulation and credit transfer, recognition of prior learning, admission and enrolment procedures, examinations, and services available to students can be accessed on the University’s website or by contacting the University directly.
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<th>Code</th>
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</tr>
<tr>
<td>Bachelor of Business (Banking and Finance)</td>
<td>BBAB</td>
</tr>
<tr>
<td>Bachelor of Business (Accounting/Banking and Finance)</td>
<td>BBBA</td>
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<tr>
<td>Bachelor of Business (Marketing)</td>
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<tr>
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<td>Bachelor of Business (International Trade/Retail Management)</td>
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<tr>
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<td>Bachelor of Business</td>
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**Majors/Minors**

**Units**
Victoria University Business School

Below are details of courses offered by the Victoria University Business School in 2019.

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)

Course Code: BBAA
Campus: Footscray Park, VU Sydney.

This course is for Continuing students only.

About this course: This course is only offered to international on-shore students at VU Sydney campus. This degree offers students a three-year undergraduate degree comprising core business units of study, accounting specialization units of study and electives which include a professional development component developed in consultation with industry. Also incorporated in the course are opportunities to engage in work-based learning in industry and the community. Those who complete the appropriate units from the course along with other advised professional requirements of the relevant body, are eligible to apply for membership of CPA Australia, the Institute of Chartered Accountants Australia, and the Association of Chartered Certified Accountants.

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: The course prepares graduates to gain employment as accountants, bookkeepers and other positions in the accounting 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.

Admission Requirements Mature Age: Non-current Year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

COURSE STRUCTURE

To complete the Bachelor of Business (Accounting) students will be required to complete 288 credit points (equivalent to 24 units) in total consisting of:

- 84 credit points (equivalent to 7 units) of Core studies
- 84 credit points (equivalent to 7 units) of Specialisation studies (from the list below)
- 84 credit points (equivalent to 7 units) of Elective units (from the list below)
- 36 credit points (equivalent to 3 units) of Professional Development units

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BAO1101</td>
<td>Accounting for Decision Making</td>
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<td>BCO1102</td>
<td>Information Systems for Business</td>
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<tr>
<td>BEO1105</td>
<td>Economic Principles</td>
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<td>BEO1106</td>
<td>Business Statistics</td>
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<tr>
<td>BHO1171</td>
<td>Introduction to Marketing</td>
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<tr>
<td>BLO1105</td>
<td>Business Law</td>
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<td>BM01102</td>
<td>Management and Organisation Behaviour</td>
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Specialisation Units of Study - Accounting

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<thead>
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<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
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<td>BAO2001</td>
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<td>BAO2203</td>
<td>Corporate Accounting</td>
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<tr>
<td>BAO2204</td>
<td>Management Accounting</td>
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<td>BA03309</td>
<td>Advanced Financial Accounting</td>
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<td>LLW2004</td>
<td>Corporations Law</td>
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Professional Development Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</tr>
</thead>
<tbody>
<tr>
<td>BPD1100</td>
<td>Integrated Business Challenge</td>
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<td>BPD2100</td>
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<tr>
<td>BPD3100</td>
<td>Applied Business Challenge</td>
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</tbody>
</table>

Elective Units of Study

84 credit points (equivalent to 7 units) with 4 electives

** Elective units are chosen from any undergraduate units at Victoria University - no more than 12 credit points (1) from 1000 series units and at least 48 credit points (4) must be from 3000 or 4000 series units.
Bachelor of Business (Banking and Finance)

Course Code: BBA \( ^{b} \)
Campus: City Flinders.

This course is for Continuing students only.

**About this course:** As well as specialising in areas such as banking and financial services, financial risk management and international trade, graduates will develop a sound business education, and will possess the necessary skills to manage a wide range of banking and finance activities. In addition, a suitable selection of electives will allow graduates to comply with ASIC's RG146 standard enabling graduates to work in organisations that provide financial product advice to retail clients.

**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.

**Careers:** The course prepares graduates to gain employment in the banking and financial services, financial risk management and international trade industries.

**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.

**Admission Requirements Mature Age:** Non-current year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

**COURSE STRUCTURE**

To attain the award of Bachelor of Business (Banking and Finance), students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 84 credit points (equivalent to 7 units) specialisation units
- 36 credit points (equivalent to 3 units) professional development units
- 84 credit points (equivalent to 7 units) elective units. Students to select from any undergraduate units within the College of Business (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

**Core Units of Study**

- BAO1101 Accounting for Decision Making 12
- BCO1102 Information Systems for Business 12

**Electives**

- 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**

- BA02000 Accounting Information Systems 12
- BA03402 International Banking and Finance 12
- BA03403 Investment and Portfolio Management 12
- BA03404 Credit and Lending Decisions 12
- BEO2000 Financial Institutions and Monetary Theory 12
- BEO2001 Commercial Banking and Finance 12
- BLO3405 Law of Financial Institutions and Securities 12

**Specialisation Units of Study - Banking and Finance**

- BPO3100 Applied Business Challenge 12
- BPD1100 Integrated Business Challenge 12
- BPD2100 International Business Challenge 12
- BPD3100 Applied Business Challenge 12

Bachelor of Business (Accounting/Banking and Finance)

Course Code: BBA \( ^{b} \)
Campus: Footscray Park.

This course is for Continuing students only.

**About this course:** This joint degree provides a solid foundation in accounting, banking and finance. This specialised program will expose the student to a variety of career options and help kick-start a career in the competitive world of business. This course will help the student qualify for membership of the professional accounting bodies.

**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:** The course prepares graduates to gain employment as accountants or other positions in the accounting and banking and finance 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.

Admission Requirements Mature Age: Noncurrent 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.

Admission Requirements Other: There are no special admission requirements for this course.

COURSE STRUCTURE

To complete the Bachelor of Business (Accounting/Banking and Finance) students will be required to complete 288 credit points (equivalent to 24 units) in total consisting of:

- 84 credit points (equivalent to 7 units) of Core studies
- 72 credit points (equivalent to 6 units) of Accounting specialisation studies
- 72 credit points (equivalent to 6 units) of Banking and Finance specialisation studies
- 12 credit points (equivalent to 1 unit) of Common specialisation studies
- 36 credit points (equivalent to 3 units) of Professional Development units
- 12 credit points (equivalent to 1 unit) Elective unit

Core Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
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<tbody>
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<td>BAO1101</td>
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Specialisation Units of Study - Accounting

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Common Specialisation Unit - Accounting, and Banking and Finance

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Specialisation Units of Study - Banking and Finance

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<td>Investment and Portfolio Management</td>
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Professional Development Units of Study

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</table>

Plus 12 credit points (equivalent to 1 unit) Elective unit

** Elective units are chosen from any undergraduate units at Victoria University

Bachelor of Business (Marketing)

Course Code: B88K
Campus: Footscray Park, Sunway College Johor Bahru Sunway College Kuala Lumpur. This course is for Continuing students only.

About this course: This course is only accepting new enrolments from international onshore students at VU Sydney campus. The course aims to equip students with the necessary abilities to perform a wide range of marketing careers. It also provides students with sound business skills.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically apply theories of business and marketing in preparing advice, solving problems and making decisions
2. Analyze customer need in diverse marketplaces
3. Implement practical marketing solutions
4. Communicate marketing ideas and strategies in a clear, coherent and compelling manner
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

Course Structure

To complete the Bachelor of Business (Marketing) students will be required to complete 288 credit points (equivalent to 24 units) in total consisting of:

- 84 credit points (equivalent to 7 units) of Core studies
- 84 credit points (equivalent to 7 units) of Marketing specialisation studies
- 84 credit points (equivalent to 7 units) of Elective units (from the list below)
- 36 credit points (equivalent to 3 units) of Professional Development units

Core Units of Study

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</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>BMO1102</td>
<td>Management and Organisation Behaviour</td>
<td>12</td>
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</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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</thead>
<tbody>
<tr>
<td>BHO2265</td>
<td>Integrated Marketing Communications</td>
<td>12</td>
</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>
<tr>
<td>BHO2434</td>
<td>Consumer Behaviour</td>
<td>12</td>
</tr>
<tr>
<td>BHO3254</td>
<td>Advanced Marketing Research</td>
<td>12</td>
</tr>
<tr>
<td>BHO3435</td>
<td>Marketing Planning and Strategy</td>
<td>12</td>
</tr>
<tr>
<td>BHO3439</td>
<td>Marketing Services and Experiences</td>
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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>BPD1100</td>
<td>Integrated Business Challenge</td>
<td>12</td>
</tr>
<tr>
<td>BPD2100</td>
<td>International Business Challenge</td>
<td>12</td>
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</table>

Select 12 credits from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BPD3100</td>
<td>Applied Business Challenge</td>
<td>12</td>
</tr>
</tbody>
</table>
About this course: The Bachelor of Commerce produces career-ready graduates by providing students with both technical and professional competencies, and highly valued generic skills such as critical thinking, problem solving, teamwork/collaboration and effective communication. Students have the flexibility to build on the core commercial skills developed in first year, by choosing a major in second year that will prepare for a career in either Applied Finance or International Business. In the final year, students will complete two business capstone units which give the opportunity to take part in a multidisciplinary group project or a research challenge competition. Students are also encouraged to complete a minor to expand knowledge and enhance employability. In this course students may select an overseas study tour, industry placement, and take part in a mentoring program. There are extensive opportunities to engage in workplace-based projects and authentic case-based scenarios.

Course Objectives: On successful completion of this course, students will be able to:
1. Integrate conceptual understandings of commerce, quantitative methods, economics, accounting, finance, investment, international business and relevant legal areas with advanced specialist knowledge within the commerce discipline;
2. Critically review, analyse, adapt and apply broad and coherent theoretical and technical knowledge of commerce in diverse contexts, including political and global contexts;
3. Critically analyse and exhibit ethical and professional judgement and effective decisions, by adapting the knowledge and skills to both anticipate and solve complex problems in local and international commercial contexts across a range of economically diverse markets;
4. Communicate a clear, coherent and independent exposition of knowledge and skills in both oral and written form to a range of audiences;
5. Reflect on personal learning and skills in relation to career goals and implement effective, creative strategies to promote lifelong learning and pathways to further learning.

Careers: Bachelor of Commerce graduates find employment in a wide range of jobs in various professional settings including private corporations, professional service firms, the public service and community sector. Example of job titles for BCom (Applied Finance) graduates*:
- Financial analyst
- Financial services management (Investment fund managers and trustees)
- Financial adviser
- Banker
- Investment analyst
- Insurance consultant/Superannuation
- Stockbroker
- Research analyst
- Portfolio manager
- Strategic planning and project evaluation analyst (takeovers, mergers, acquisitions and divestitures)
- Equity market analyst

*Source: Chartered Financial Analyst® (CFA) and Job Outlook Website

Example of job titles for BCom (International Business) graduates:
- Business Analyst
- Economist
- International Business Specialist
- International Banker
- Investment Manager
- Marketing Officer/Manager
- Project Manager
- Export/Import Manager
- International Finance Manager

Course Duration: 3 years
Admission Requirements: Completion of an Australian Senior Secondary Certificate (VCE or equivalent) including Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English.

Admission Requirements International: Completion of an Australian Senior Secondary Certificate (VCE or equivalent) including Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English. OR: Completion of an Australian Advanced Diploma of Diploma (or equivalent). PLUS: IELTS (or equivalent): Overall score of 6.0 (with no band less than 6.0 in Listening, Reading, Writing and Speaking). OR: Completion of a Foundation course or equivalent.

Admission Requirements Mature Age: Five years (minimum) work/life experience in Commerce, Business or similar. OR: Applicants that completed an Australian Senior Secondary Certificate more than two years ago. PLUS: Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English (or equivalent).

Admission Requirements VET: Completion of an Australian Advanced Diploma or Diploma (or equivalent). OR: Completion of the Certificate IV in Tertiary Preparation (or equivalent).

COURSE STRUCTURE
To attain the award of Bachelor of Commerce, students will be required to complete 288 credit points (equivalent to 24 units) consisting of:

- 96 credit points First Year Core units
- 48 credit points Core units
- 96 credit points Major studies from the approved list
- 48 credit points Minor studies from the approved list

Minors not available for students completing the Applied Finance Major are:

- BMIAPF Applied Finance
- BMIFNM Finance Mentoring
- BMIFWI Finance Work Integrated Learning

Minors not available for students completing the International Business Major are:

- BMINBU International Business
- BMIBM Business Mentoring
- BMIBW International Business Work Integrated Learning

First Year Core Units

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<tr>
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<tbody>
<tr>
<td>BAO1101</td>
<td>Accounting for Decision Making</td>
<td>12</td>
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<tr>
<td>BLO1105</td>
<td>Business Law</td>
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<tr>
<td>BM01102</td>
<td>Management and Organisation Behaviour</td>
<td>12</td>
</tr>
</tbody>
</table>

Minors

- BMAAPF Applied Finance
- BMAIBU International Business

About this course: The Bachelor of Commerce produces career-ready graduates by providing students with both technical and professional competencies, and highly valued generic skills such as critical thinking, problem solving, teamwork/collaboration and effective communication. Students have the flexibility to build on the core commercial skills developed in first year, by choosing a major in second year that will prepare for a career in either Applied Finance or International Business. In the final year, students will complete two business capstone units which give the opportunity to take part in a multidisciplinary group project or a research challenge competition. Students are also encouraged to complete a minor to expand knowledge and enhance employability. In this course students may select an overseas study tour, industry placement, and take part in a mentoring program. There are extensive opportunities to engage in workplace-based projects and authentic case-based scenarios.

Course Objectives: On successful completion of this course, students will be able to:
1. Integrate conceptual understandings of commerce, quantitative methods, economics, accounting, finance, investment, international business and relevant legal areas with advanced specialist knowledge within the commerce discipline;
2. Critically review, analyse, adapt and apply broad and coherent theoretical and technical knowledge of commerce in diverse contexts, including political and global contexts;
3. Critically analyse and exhibit ethical and professional judgement and effective decisions, by adapting the knowledge and skills to both anticipate and solve complex problems in local and international commercial contexts across a range of
To attain the award of Bachelor of Commerce, students will be required to complete 288 credit points (equivalent to 24 units) consisting of:

- 48 credit points (equivalent to 4 units) of College Core studies;
- 96 credit points (equivalent to 8 units) of Professional Core studies
- 96 credit points (equivalent to 8 units) of Major studies from the list below
- 48 credit points (equivalent to 4 units) of Minor studies from the list below

Minors not available for students completing the Applied Finance Major are:

- BMIAPF Applied Finance

Minors not available for students completing the International Business Major are:

- BMIBU International Business

COURSE STRUCTURE

To attain the award of Bachelor of Commerce, students will be required to complete 288 credit points (equivalent to 24 units) consisting of:

- 48 credit points (equivalent to 4 units) of College Core studies;
- 96 credit points (equivalent to 8 units) of Professional Core studies
- 96 credit points (equivalent to 8 units) of Major studies from the list below
- 48 credit points (equivalent to 4 units) of Minor studies from the list below

Minors not available for students completing the Applied Finance Major are:

- BMIAPF Applied Finance

Minors not available for students completing the International Business Major are:

- BMIBU International Business

COURSE STRUCTURE

To attain the award of Bachelor of Commerce, students will be required to complete 288 credit points (equivalent to 24 units) consisting of:

- 48 credit points (equivalent to 4 units) of College Core studies;
- 96 credit points (equivalent to 8 units) of Professional Core studies
- 96 credit points (equivalent to 8 units) of Major studies from the list below
- 48 credit points (equivalent to 4 units) of Minor studies from the list below

Minors not available for students completing the Applied Finance Major are:

- BMIAPF Applied Finance

Minors not available for students completing the International Business Major are:

- BMIBU International Business

COURSE STRUCTURE
Bachelor of Business (Financial Risk Management)
Course Code: BBFR
Campus: City Flinders.
This course is for Continuing students only.

About this course: Graduates of this degree will have the skills to manage financial and risk management activities and become ASIC registered financial planners, fully compliant with ASIC RG146. This includes insurance, superannuation, financial planning and credit management.

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.

Careers: The course prepares graduates to gain employment in the insurance, superannuation, financial planning and credit management industries.

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: Non-year 12 applicants: ENTER and/or academic record*. 
* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

Admission Requirements Mature Age: Non-current Year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

COURSE STRUCTURE

To attain the award of Bachelor of Business (Financial Risk Management), students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 84 credit points (equivalent to 7 units) specialisation units
- 36 credit points (equivalent to 3 units) professional development units
- 84 credit points (equivalent to 7 units) elective units. Students to select from any undergraduate units within the College of Business (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

Core Units of Study

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO1101</td>
<td>Accounting for Decision Making</td>
<td>12</td>
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<tr>
<td>BEO1106</td>
<td>Business Statistics</td>
<td>12</td>
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</tbody>
</table>

Bachelor of Business (Financial Risk Management/International Trade)
Course Code: BBFT
Campus: City Flinders.
This course is for Continuing students only.

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

Course 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.

**Admission Requirements Mature Age:** Non-current year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

**Course Structure**

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**

<table>
<thead>
<tr>
<th>Code</th>
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**Specialisation - Financial Risk Management**

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BAO3000</td>
<td>Personal Financial Planning</td>
<td>12</td>
</tr>
<tr>
<td>BAO3403</td>
<td>Investment and Portfolio Management</td>
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<tr>
<td>BEO2401</td>
<td>Risk Management and Insurance</td>
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<tr>
<td>BEO3000</td>
<td>Risk Management Models</td>
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<tr>
<td>BEO3347</td>
<td>Planning for Long Term Wealth Creation</td>
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<tr>
<td>BLO2206</td>
<td>Taxation Law and Practice</td>
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**Specialisation - International Trade**

<table>
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<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tr>
<td>BEO2002</td>
<td>International Business Context</td>
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<tr>
<td>BEO2003</td>
<td>International Economics and Finance</td>
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<tr>
<td>BEO3430</td>
<td>International Economic Analysis</td>
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<td>BEO3432</td>
<td>Strategic International Trade Operations</td>
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<td>BEO2004</td>
<td>International Trade Practices</td>
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<td>BHO3373</td>
<td>International Marketing</td>
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<td>BEO2255</td>
<td>Applied Statistics for Business</td>
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<td>BPD1100</td>
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<td>BPD2100</td>
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<tr>
<td>BPD3100</td>
<td>Applied Business Challenge</td>
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</tbody>
</table>

Plus 12 credit points (equivalent to 1 unit) elective unit

**Admission Requirements Other:** Students to select from any undergraduate units within the College of Business (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

Bachelor of Business (Global Logistics and Transport)

**Course Code:** BBGL

**Campus:** City Flinders.

This course is for Continuing students only.

**About this course:** This course is designed to equip students to deal with the increasing challenges of internationalisation and regulations relevant to global logistics and transport.

**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.

**Careers:** On completion of the degree, graduates can work in supervisory or managerial positions in the Logistics and Supply Chain industry dealing with procurement, distribution, warehousing, inventory control, export/import and supply chain as a whole.

**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.*

**Admission Requirements Mature Age:** 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.

**Admission Requirements Other:** There are no special admission requirements for this course.

**Course Structure**
To attain the award of Bachelor of Business (Global Logistics and Transport), students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 84 credit points (equivalent to 7 units) specialisation units
- 36 credit points (equivalent to 3 units) professional development unit
- 84 credit points (equivalent to 7 units) elective units.

**Core Units**

- 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 - Global Logistics and Transport**

- BEO3201 Distribution Management and Operations 12
- BMO2202 Purchasing and Supply Management 12
- BMO2203 E-Supply Chain Management 12
- BEO3418 Global Transport Economics 12
- BEO4123 Global Logistics 12
- BEO3432 Strategic International Trade Operations 12
- BMO3419 Supply Chain Analytics 12

**Professional Development Units**

- BPD1100 Integrated Business Challenge 12
- BPD2100 International Business Challenge 12
- BPD3100 Applied Business Challenge 12

**Electives**

- 84 credit points (equivalent to 7 units) elective units

**Students to select from any undergraduate units within the College of Business (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.**

**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 (Hospitality Management)

**Course Code:** BBHM

**Campus:** Footscray Park.

This course is for Continuing students only.

**About this course:** The course prepares students for successful management careers within the broad scope of the hospitality industry. Successful graduates will be able to pursue career opportunities as operations and general managers in a variety of hospitality businesses such as hotels, motels, restaurants and bars.

**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 & 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**

To complete the Bachelor of Business (Hospitality Management) students will be required to complete:

- 84 credit points (equivalent to 7 units) of Core studies
- 84 credit points (equivalent to 7 units) of Hospitality specialisation studies
- 84 credit points (equivalent to 7 units) of Elective units
- 12 credit points (equivalent to 1 unit) of Professional Development unit
- 24 credit points (equivalent to 2 units) of Work Integrated Learning units
- 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 College of Business from time to time.

Core Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BAO1110</td>
<td>Accounting for Decision Making</td>
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<td>Information Systems for Business</td>
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<tr>
<td>BM01102</td>
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Specialisation Units of Study - Hospitality

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHO1110</td>
<td>Introduction to Hospitality</td>
<td>12</td>
</tr>
<tr>
<td>BHO2006</td>
<td>Introduction to Tourism Hospitality and Events</td>
<td>12</td>
</tr>
<tr>
<td>BHO1122</td>
<td>Food and Beverage Management II</td>
<td>12</td>
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<tr>
<td>BHO2005</td>
<td>Hotel and Resort Operations Management</td>
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<tr>
<td>BHO3312</td>
<td>Revenue Management</td>
<td>12</td>
</tr>
<tr>
<td>BHO2002</td>
<td>International Human Relations</td>
<td>12</td>
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<tr>
<td>BM02181</td>
<td>Operations Management</td>
<td>12</td>
</tr>
</tbody>
</table>

Professional Development Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BPD1100</td>
<td>Integrated Business Challenge</td>
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Work Integrated Learning Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BBB3100</td>
<td>Business Integrated Learning</td>
<td>12</td>
</tr>
<tr>
<td>BBB3000</td>
<td>Cooperative Education</td>
<td>12</td>
</tr>
</tbody>
</table>

Electives

Every student is required to include 84 credit points (equivalent to 7 units) of Elective units.

**Elective units are chosen from any undergraduate units at Victoria University - no more than 12 credit points (1) from 1000 series units and at least 48 credit points (4) must be from 3000 or 4000 series units.

Bachelor of Business (International Hospitality Management)

Course Code: BB11H

Campus: Footscray Park.

This course is for Continuing students only.

About this course: This course prepares students for successful management careers in the highly dynamic and exciting international hospitality industry. Successful graduates will be able to pursue career opportunities as operations and general managers in large scale international hospitality businesses both within Australian and around the world.

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 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 & 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. The course total of 24 Units of Study is comprised of 7 Core, 7 Hospitality Specialisation, 7 Hotel and Catering Specialisation, 1 Professional Development and 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

Core Units of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>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>
</tbody>
</table>

16
About this Course: This course aims to provide students with a sound education in the principles and practices of retail management and international trade.

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

Careers: -

Course Duration: 3 years
Support Units of Study

BEO2255  Applied Statistics for Business  12
BEO3500  Applied Economics Research Project  12

Electives

Two approved electives, which may be Co-operative Education.

Bachelor of Business (Information Systems)
Course Code: BBIS
Campus: Footscray Park, Lithan Hall Education Centre, Singapore.
This course is for Continuing students only.

About this course: This course focuses on the strategic use, management and development of Information Systems within an Organisation. Students will gain the basic technical and theoretical knowledge to understand how Information Systems are used and deployed within an Organisation. Graduating students will obtain a solid understanding of business acumen, problem solving techniques, business processes and the ability to analyse, design and implement an Information System.

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.

Careers: Successful completion of this degree would allow graduates to be employed in a number of professional positions within an Organisation. These positions may include database and network administration, business analysis, knowledge and project management, network security, and programming. These positions provide a solid foundation for future promotion into senior and middle management roles within an Organisation.

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 ATAR score and two-stage process with a middle-band of approximately 20%. Non-current Year 12 applicants: ATAR and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

COURSE STRUCTURE

To attain the award of Bachelor of Business (Information Systems), students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 84 credit points (equivalent to 7 units) specialisation units
- 36 credit points (equivalent to 3 units) professional development units
- 84 credit points (equivalent to 7 units) elective units. Students to select any undergraduate units from within the College of Business (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

CORE UNITS

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

BCO1046  Computer Systems  12
BCO1103  Web Enabled Business Systems  12
BCO1147  Introduction to Programming Concepts  12
BCO2148  Systems Analysis  12
NIT1201  Introduction to Database Systems  12
BCO3144  Systems Design  12
BCO3150  Systems Implementation  12

ELECTIVE UNITS

84 credit points (equivalent to 7 units) elective units. Students to select any undergraduate units from within the College of Business (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

PROFESSIONAL DEVELOPMENT UNITS

BPD1100  Integrated Business Challenge  12
BPD2100  International Business Challenge  12
BPD3100  Applied Business Challenge  12

Bachelor of Business (Marketing/Hospitality Management)
Course Code: BBKH
Campus: Footscray Park.
This course is for Continuing students only.

About this course: This joint degree provide students with a business education in marketing, planning and strategy, and hospitality management.

Course Objectives: The course is designed to teach the principles of marketing and hospitality management allowing students to become dynamic managers in the
Students spend the third year of their degree working in industry, undertaking Cooperative Education.

**Careers:** The course prepares graduates to gain employment in the marketing and hospitality management industries.

**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**.

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

**COURSE STRUCTURE**

The course 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 Cooperative Education in order to graduate. 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 Organization Behaviour 12

Specialisation Units of Study - Marketing

- BH02265 Integrated Marketing Communications 12
- BH02259 Product and Services Innovations 12
- BH02285 Marketing Research 12
- BH02434 Consumer Behaviour 12
- BH03254 Advanced Marketing Research 12
- BH03435 Marketing Planning and Strategy 12

- BH03439 Marketing Services and Experiences 12

Specialisation Units of Study - Hospitality

- BHO1110 Introduction to Hospitality 12
- BHO2006 Introduction to Tourism Hospitality and Events 12
- BHO1122 Food and Beverage Management II 12
- BHO2005 Hotel and Resort Operations Management 12
- BHO3312 Revenue Management 12
- BHO2002 International Human Relations 12
- BAO2181 Operations Management 12

Professional Development Units of Study

- BPD1100 Integrated Business Challenge 12

Work Integrated Learning Units of Study

- BBB3100 Business Integrated Learning 12
- BBB3000 Cooperative Education 12

**Bachelor of Commerce (Applied Finance)/Bachelor of Laws**

**Course Code:** BBLC

**Campus:** City Queen, City Flinders.

This course is for Continuing students only.

**About this course:** The combination of disciplines in the course develops explicit connections between the fields of law and commerce. The course incorporates specific content to ensure that you fulfil the academic requirements for admission as an Australian lawyer. It is also designed to prepare you for work in the financial services industry, through the incorporation of a significant amount of the Charter Financial Analysts (CFA) Body of Knowledge. You will engage with important ethical principles and develop appropriate professional conduct towards clients, employers, and community. Furthermore the course will provide you with the professional and academic skills required to investigate contemporary issues examine the integrity and sustainability of financial markets and legal practices in Australia; and make decisions as ethical and responsible global professionals. This double degree prepares you for a range of careers in a variety of legal community and commercial settings, corporate and community sectors, government and non-government organisations.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Integrate conceptual understandings of the finance, quantitative methods, economics, accounting, and investment areas with advanced specialist financial knowledge within the finance discipline and the Australian legal system, fundamental areas of legal knowledge and relevant advanced specialist bodies of knowledge within the discipline of law,
2. Critically review, analyse, adapt and apply broad and coherent theoretical and technical knowledge of finance and law and underlying principles and concepts in diverse contemporary local and international and comparative contexts,
3. Identify, articulate and respond to legal issues by critically analysing and applying information with initiative and judgement in order to both anticipate and creatively solve financial and legal problems and promote justice
in authentic/contemporary professional, community and global settings; 4. Exhibit professional accountabilities and ethical judgement, by evaluating, synthesising and adapting knowledge, skills legal reasoning and research to make appropriate responses to legal issues and effective decisions that reflect the social, political and contextual factors; 5. Communicate a clear, coherent and independent exposition of knowledge and skills appropriate for financial, legal and other audiences, in both oral and written form; 6. Reflect on personal learning and skills in relation to career goals and implement effective, creative strategies to promote lifelong learning and pathways to further learning including a commitment to ongoing professional development; 7. Apply personal and interpersonal competencies including organisational and collaborative skills necessary to operate within broad parameters in the immensely divergent and complex global and Australian cultures; and 8. Contribute effectively, with personal accountability for outcomes in a dynamic 21st century work team, working in an ethical and socially responsible manner.

**Careers:** Graduates find employment in a wide range of jobs in various professional settings including private corporations, professional service firms, the public service and community sector. Example of job titles for BCom (Applied Finance) graduates:

- Financial analyst
- Financial services management (Investment fund managers and trustees)
- Financial adviser
- Banker
- Investment analyst
- Insurance consultant/Supannuation
- Stockbroker
- Research analyst
- Portfolio manager
- Strategic planning and project evaluation analyst (takeovers, mergers, acquisitions and divestitures)
- Equity market analyst

*Source: Chartered Financial Analyst*® (CFA) and Job Outlook Website

- Graduates meet the academic and professional requirements to be admitted to legal practice in Australia.
- Graduates have the opportunity to begin careers in a legal capacity in a government department or agency such as Treasury or Foreign Affairs at a federal level or in state government.
- Graduates may begin a career in community legal centres supporting legal access in particular geographic locations.
- Graduates have the opportunity to begin a career in-house in a profit or not-for-profit business.

**Course Duration:** 5 years

**Admission Requirements: **Completion of an Australian Senior Secondary Certificate (VCE or equivalent) including Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English.

**Admission Requirements: Mature Age:** Five years (minimum) work/life experience in Legal or Justice support, Commerce, Business or similar. OR: Applicants that completed an Australian Senior Secondary Certificate more than two years ago.

**PLUS:** Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English (or equivalent).

**Admission Requirements VET:** Completion of an Australian Advanced Diploma or Diploma (or equivalent). OR: Completion of the Certificate IV in Tertiary Preparation (or equivalent).

**Course Structure**

To attain the awards of Bachelor of Commerce (Applied Finance) and Bachelor of Laws students will be required to complete in total 480 credit points consisting of:

- 96 credit points First Year Core units
- 72 credit points Core units
  - 120 credit points Commerce (Applied Finance) Professional Core units
  - 180 credit points Law Professional Core units
  - 12 credit points of Law Elective units from the approved list

To be awarded a Bachelor of Laws with Honours: Students who enrolled in the Bachelor of Laws prior to 31 Dec 2014 may be awarded a Bachelor of Laws with Honours (Class H1, H2A, H2B or H3). The class of honours will be determined by their GPA score in LLW1001/BLB1102. This GPA score will be calculated by the College of Law and Justice. To be awarded a Bachelor of Arts (Honours) (for students enrolled post 1 January 2015): Students in any Bachelor of Arts course may apply to transfer into any Bachelor of Laws (Honours) once they have completed a minimum 192 credit points (equivalent to 16 units) and have attained an average mark of Distinction or above i.e. 70–100% in those units.

**First Year Core Units**

BA01101 Accounting for Decision Making 12
BC01102 Information Systems for Business 12
BE01105 Economic Principles 12
BE01106 Business Statistics 12
BLB1101 Australian Legal System in Context 12
BLB1114 Legal Research Methods 12
BM01102 Management and Organisation Behaviour 12
LLW1004 Legal Interpretation 12

**Year 2, Semester 1**

BLB1102 Contracts 1 12
BH01171 Introduction to Marketing 12
BLB1115 Torts 12
LLW1001 Criminal Law 12

**Year 2, Semester 2**
Bachelor of Business

Course Code: BBNS
Campus: Footscray Park, VU Sydney, City Flinders.

About this course: Our Bachelor of Business is designed to provide you with the flexibility and the professional development that you require to make an informed decision about your choice of career in the business field. It is a three year course comprising of a common first year that engages you through a number of real world business challenges. Your choice of major and minors commences in the second year. The Bachelor of Business offers majors in the disciplines as listed below:

- Accounting
- Banking and Finance
- Event Management
- Financial Risk Management
- Human Resource Management
- Information Systems Management
- International Trade
- Management and Innovation
- Marketing
- Supply Chain and Logistics Management
- Tourism and Hospitality Management

This course will offer challenging, engaging, and valued real world experiences.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically review, synthesise and adapt business theories to analyse authentic contemporary problems in a variety of domestic and international contexts appreciating the value of diversity and intercultural settings;
2. Exhibit professional judgement in the selection and use of common business tools to support decision-making and project management in a general business context;
3. Critically...
evaluate priorities and articulate key issues in complex business problems; 4. Analyse and reflect on the impact of contemporary external (strategy, cultural and other competitive pressures) and internal factors (structure, culture and systems) to achieve effective business practices; 5. Critically review and apply practical, effective and ethically responsible solutions with initiative and professional judgement to a range of business-related challenges at both strategic and operational levels; 6. Contribute effectively, with personal accountability for outcomes in a dynamic 21st century work team, working in an ethical and socially responsible manner whilst acknowledging the contributions of others in achieving both individual and team goals; 7. Clearly and coherently communicate independent insights and ideas using verbal, written and visual modes of delivery to both specialist and non-specialist audiences; 8. Exemplify personal awareness, self-motivation, change readiness and resilience in response to dynamic environments/conditions; and, 9. Reflect lifelong learning attributes including autonomous, self-directed learning skills and habits.

Careers: Bachelor of Business graduates find employment in a wide range of occupations and professional settings including private corporations, professional service firms, the public service, and community sector.

Course Duration: 3 years

Admission Requirements: Completion of an Australian Senior Secondary Certificate (VCE or equivalent) including Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English.

Admission Requirements International: Completion of an Australian Senior Secondary Certificate (VCE or equivalent) including Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English (or equivalent). OR: Completion of an Australian Advanced Diploma or Diploma (or equivalent). PLUS: IELTS (or equivalent): Overall score of 6.0 (with no band less than 6.0 in Listening, Reading, Writing and Speaking). OR: Completion of a Foundation course or equivalent.

Admission Requirements Mature Age: Five years (minimum) work/life experience in Business, Commerce or similar. OR: Applicants that completed an Australian Senior Secondary Certificate more than two years ago. PLUS: Units 3 and 4: a study score of at least 25 in English (EAL) or 20 in any other English (or equivalent).

Admission Requirements VET: Completion of an Australian Advanced Diploma or Diploma (or equivalent). OR: Completion of the Certificate IV in Tertiary Preparation (or equivalent).

COURSE STRUCTURE

To attain the Bachelor of Business, students will be required to complete 288 credit points consisting of:

- 96 credit points First Year Core units
- 96 credit points of Major studies selected from the approved list.
- 96 credit points made up of either

2nd Major 96 credit points OR 1 Discipline Minor 48 credit points AND 1 Breadth Minor 48 credit points Please note: All students must complete BPD2100 International Business Challenge. Students will complete BPD2100 International Business Challenge:

- in place of BPD3100 Applied Business Challenge when completing a second major;
- when completing a Breadth Minor.

First Year Core Units

<table>
<thead>
<tr>
<th>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>BMA1102</td>
<td>Management and Organisation Behaviour</td>
<td>12</td>
</tr>
<tr>
<td>BPD1100</td>
<td>Integrated Business Challenge</td>
<td>12</td>
</tr>
</tbody>
</table>

Majors

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<tr>
<th>Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>BMAACT</td>
<td>Accounting</td>
</tr>
<tr>
<td>BMAKBF</td>
<td>Banking and Finance</td>
</tr>
<tr>
<td>BMAEVT</td>
<td>Event Management</td>
</tr>
<tr>
<td>BMAFNR</td>
<td>Financial Risk Management</td>
</tr>
<tr>
<td>BMAHRM</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>BMAISM</td>
<td>Information Systems Management</td>
</tr>
<tr>
<td>BMAITD</td>
<td>International Trade</td>
</tr>
<tr>
<td>BMAIMI</td>
<td>Management and Innovation</td>
</tr>
<tr>
<td>BMAHRK</td>
<td>Marketing</td>
</tr>
<tr>
<td>BMAASL</td>
<td>Supply Chain and Logistics Management</td>
</tr>
<tr>
<td>BMATHM</td>
<td>Tourism and Hospitality Management</td>
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Minors

<table>
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<tr>
<th>Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>BMAACT</td>
<td>Accounting</td>
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<tr>
<td>BMIBKF</td>
<td>Banking and Finance</td>
</tr>
<tr>
<td>BMVEVT</td>
<td>Event Management</td>
</tr>
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<td>BMFINR</td>
<td>Financial Risk Management</td>
</tr>
<tr>
<td>BMHRM</td>
<td>Human Resource Management</td>
</tr>
</tbody>
</table>


Bachelor of Business (Human Resource Management)

Course Code: BBRM
Campus: Footscray Park.
This course is for Continuing students only.

About this course: This degree will offer you the opportunity to study a specialist human resource management course with electives in general management, organisational change and development, operations and interpersonal and organisational negotiation.

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.

Careers: The course prepares graduates to gain employment in the human resource management 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 ATAR score and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ATAR and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

COURSE STRUCTURE

To attain the award of Bachelor of Business (Human Resource Management), students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 84 credit points (equivalent to 7 units) specialisation units
- 36 credit points (equivalent to 3 units) professional development units
- 84 credit points (equivalent to 7 units) elective units

Core Units

- 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 - Human Resource Management

- BBB3100 Business Integrated Learning 12
- BMO3420 Human Resource Information Systems 12
- BMO2000 Human Resource Management 12
- BMO3323 Employee Relations Management 12
- BMO3324 Consulting and Counselling 12
- BMO3325 Human Resources Management Evaluation 12
- BMO3476 Training and Development 12

Professional Development Units

- BPD1100 Integrated Business Challenge 12
- BPD2100 International Business Challenge 12
- BPD3100 Applied Business Challenge 12

Electives

- 84 credit points (equivalent to 7 units) elective units

**Students to select from any undergraduate units at Victoria University (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

Bachelor of Business

Course Code: BBUS
Campus: Footscray Park, VU Sydney, City Flinders.
This course is for Continuing students only.

About this course: Our Bachelor of Business is designed to provide you with the flexibility and the professional development that you require to make an informed decision about your choice of career in the business field. It is a three year course comprising of a common first year that engages you through a number of real world business challenges. Your choice of specialisation and electives commences in the
The Bachelor of Business offers specialisations in 14 disciplines as listed below:

- Accounting
- Banking and Finance
- Event Management
- Financial Risk Management
- Human Resource Management
- Information Systems Management
- International Hospitality Management
- International Tourism Management
- International Trade
- Management and Innovation
- Marketing
- Music Industry
- Supply Chain and Logistics Management

This course will offer challenging, engaging, and valued real-world experiences.

Course Objectives: On successful completion of this course, students will be able to:

1. Critically review, synthesise and adapt business theories to analyse authentic contemporary problems in a variety of domestic and international contexts appreciating the value of diversity and intercultural settings.
2. Exhibit professional judgement in the selection and use of common business tools to support decision-making and project management in a general business context.
3. Critically evaluate priorities and articulate key issues in complex business problems.
4. Analyse and reflect on the impact of contemporary external (strategy, cultural and other competitive pressures) and internal factors (structure, culture and systems) to achieve effective business practices.
5. Critically review and apply practical, effective and ethically responsible solutions with initiative and professional judgement to a range of business-related challenges at both strategic and operational levels.
6. Contribute effectively, with personal accountability for outcomes in a dynamic 21st century workplace, working in an ethical and socially responsible manner whilst acknowledging the contributions of others in achieving both individual and team goals.
7. Clearly and coherently communicate independent insights and ideas using verbal, written and visual modes of delivery to both specialist and non-specialist audiences.
8. Exemplify personal awareness, self-motivation, change readiness and resilience in response to dynamic environments/conditions.
9. Reflect lifelong learning attributes including autonomous, self-directed learning skills and habits.

Careers: Bachelor of Business graduates find employment in a wide range of occupations and professional settings including private corporations, professional service firms, the public service, and community sector.

Course Duration: 3 years

Admission Requirements: Units 3 and 4: a study score of at least 25 in English (EAL) or at least 20 in English other than EAL.

Admission Requirements International: Successful completion of an Australian Senior Secondary Certificate (VCE or equivalent) OR Successful completion of an Australian Diploma or Advanced Diploma (or equivalent) PLUS IELTS (or equivalent): Overall score of 6 with no band less than 6.0.

Admission Requirements Mature Age: Applicants with relevant work, education and/or community experience will be considered for admission to the course.

Admission Requirements VET: Successful completion of a cognate (similar discipline) Australian Diploma or Advanced Diploma (or equivalent) will be granted advanced standing of a maximum 96 credit points (Diploma) or 144 credit points (Advanced Diploma). OR Successful completion of a non-cognate (not similar) Australian (or equivalent) Diploma or Advanced Diploma will be granted advanced standing on a case-by-case basis.

COURSE STRUCTURE

The Bachelor of Business is a three year course on a full-time basis, which may be undertaken in part-time mode. Students will be required to complete in total 288 credit points (equivalent to 24 units) consisting of:

- 96 credit points of common first year studies including the Integrated Business Challenge unit (equivalent to 8 units)
- 96 credit points of specialisation studies including the Applied Business Challenge capstone unit (equivalent to 8 units)
- 96 credit points of elective studies including the International Business Challenge unit (equivalent to 8 units)

Elective units are chosen from any 2000, 3000 or 4000 series undergraduate units at Victoria University (at least 48 credit points must be from 3000 or 4000 series units). Subject to availability and pre-requisite requirements. In place of 48 credit point elective units, students may choose the new The Entrepreneurial Mindset minor.

Common First Year Units

- 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
- BMG1102 Management and Organisation Behaviour 12
- BPD1100 Integrated Business Challenge 12

Year 2, Semester 1

- 24 credit point (2) Specialisation units

Year 2, Semester 2

- 24 credit point (2) Elective units

- 24 credit point (2) Specialisation units
Graduate Diploma in Professional Accounting

Course Code: BGAP
Campus: VU Sydney, City Flinders.

About this course: This course will provide an opportunity for students with a bachelor degree in non-accounting disciplines to gain entry to the accounting profession with 8 units of study. It will qualify non-accounting degree holders as accountants by satisfying the educational requirements for associate membership of CPA Australia. The Graduate Diploma in Professional Accounting will prepare you with the technical, analytical, appreciative, personal and interpersonal skills essential for the professional accountant in today’s global environment. Students may also meet the qualifying requirements of the Institute of Chartered Accountants Australia (ICAA) by completing an additional unit in taxation.

Course Objectives: On successful completion of this course, students will be able to:
1. Review theoretical approaches and analyse their application to achieve effective accounting practice;
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of business problems in authentic/contemporary Accounting Information Systems;
3. Critically apply cross disciplinary knowledge in creative decision making;
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges;
5. Evaluate the effectiveness of Accounting and associated Information Systems in the support of complex management decision making;
6. Effectively communicate complex knowledge and ideas to a variety of audiences;
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

- General Accountant
- Taxation Accountant
- Management Accountant

Careers: This course qualifies you as an accountant and satisfies the educational requirements for Associate Membership of CPA Australia. With an additional unit in Taxation, students will qualify for the ICAA associate membership - BLO5539 Australian Income Tax Law and Practice.

Course Duration: 1 year

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in any discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

Year 3, Semester 1
24 credit point (2) Specialisation units
24 credit point (2) Elective units

Elective units are chosen from any 2000, 3000 or 4000 series undergraduate units at Victoria University (at least 48 credit points must be from 3000 or 4000 series units). Subject to availability and pre-requisite requirements.

Minors
AMITEM The Entrepreneurial Mindset

Specialisations
BSPACT Accounting
BSPEVT Event Management
BSPMARK Marketing
BSPHMIR Human Resource Management
BSPBF Banking and Finance
BSPNIR Financial Risk Management
BSPWMS Information Systems Management
BSPWH International Hospitality Management
BSPMT International Tourism Management
BSPITD International Trade
BSPMAI Management and Innovation
BSPMUS Music Industry
BSPSL Supply Chain and Logistics Management

BAO5522 Managerial Accounting
BAO5543 Accounting Systems and Processes
BL05540 Business and Company Law
BEO6600 Business Economics

Year 3, Semester 2
24 credit point (2) Specialisation units
24 credit point (2) Elective units
About this course: The Graduate Diploma in Business (Accounting) is a stepping stone to the world of professional accounting. It is designed for those who already have a base of significant relevant professional experience or have a Bachelor's degree. The course is academically rigorous, developing a strong foundation in conceptual knowledge of accounting procedures and practices. This foundation is complemented by current skills development, focusing on critical thinking, problem solving and creativity.

Course Objectives: On successful completion of this course, students will be able to:
1. Synthesise and critically review knowledge about business systems relevant to accounting practices to make high level, independent technical recommendations.
2. Analyse research findings applicable to accounting processes in business environments.
3. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of business and more specifically accounting problems in authentic/contemporary accounting settings.
4. Critically apply cross-disciplinary knowledge in creative decision making.
5. Demonstrate independent judgement in a range of business and accounting-related technical functions in response to contemporary and future business challenges.
6. Evaluate the effectiveness of accounting and associated business systems in the support of management decision making.
7. Effectively communicate complex knowledge and ideas to a variety of audiences.
8. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

Careers: Pathways to further study and positions such as General Accountant or Assistant Accountant.

Course Duration: 1 year

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Diploma in Business (Accounting), students will be required to complete 96 credit points (equivalent to 8 units) consisting of:

- 48 credit points (equivalent to 4 units) college core units
- 36 credit points (equivalent to 3 units) professional core units
- 12 credit points (equivalent to 1 unit) elective units. Students to select from the list provided (subject to availability). Please check any pre-requisite requirements prior to enrolling

Students planning to continue onto Masters study are advised to take BMO6630 Business Research Methods as their elective unit.

Year 1, Semester 1

BE06600 Business Economics 12
BC06603 Enterprise Resource Planning Systems 12
BH06505 Marketing Management 12
BM06506 Work and Organisation Systems 12

Year 1, Semester 2

BAO5522 Managerial Accounting 12
BAO5543 Accounting Systems and Processes 12
BAO5534 Business Finance 12

Select 12 credit points (1 unit) from the list of elective units below:

Elective Units (subject to availability)

BAO5524 Professional Auditing 12
BAO5525 Financial and Corporate Accounting 12
BAO5535 Issues in Contemporary Accounting 12
BAO5572 Treasury Risk Management 12
BAO5734 Financial Analysis 12
BAO5746 Credit and Lending Management 12
BAO5747 International Portfolio Management 12
BA06714 Computerised Accounting in an ERP System 12
BE05539 Business Statistics 12
BL05539 Australian Income Tax Law and Practice 12
BL05540 Business and Company Law 12
BM17003 Trade and Investment in Asia 12
BM05501 Business Ethics and Sustainability 12
BM06630 Business Research Methods 12
**Graduate Diploma in Business (Finance)**

**Course Code:** BGF

**Campus:** City Flinders

This course is for Continuing students only.

**About this course:** This course will provide opportunities for applicants without a formal finance background to move into postgraduate finance study. The course will provide graduates with the specialist knowledge and skills that will prepare them for early career finance positions in a variety of fields. The Graduate Diploma in Business (Finance) is an academically focused and professionally relevant business course. This is complemented with skills development focusing on critical thinking, problem solving, creativity and social aspects through authentic assessment.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Synthesise and critically review knowledge about business systems relevant to financial practices to make high level, independent technical recommendations.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of financial business problems in authentic/contemporary financial systems.
3. Critically apply cross disciplinary knowledge in creative decision making in the field of finance.
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future financial business challenges.
5. Evaluate the effectiveness of financial and associated information systems in the support of management decision making.
6. Effectively communicate complex knowledge and ideas to a variety of audiences.
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.
8. Analyse research findings applicable to finance processes in business environments.

**Careers:** Pathway to further study, and prepares students for professional careers in financial management, fund management, securities trading and financial risk management.

**Course Duration:** 1 year

**Admission Requirements:***Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**Course Structure**

The Graduate Diploma in Business (Finance) is a 96 credit points (8 units) with two components. Both components must be successfully completed to meet graduation requirements:

- 84 credit points of core studies (equivalent to 7 units) - (BAO6504, BEO6600, BHO6505, BMO6506, BAO5534 BAO5734 and BAO5746).
- 12 credit points of elective study (equivalent to 1 unit).

Students planning to continue onto Masters study are advised to take BMO6603, Business Research Methods as their elective unit.

**Year 1, Semester 1**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO6504</td>
<td>Accounting for Management</td>
<td>12</td>
</tr>
<tr>
<td>BEO6600</td>
<td>Business Economics</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>
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**Year 1, Semester 2**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tr>
<td>BAO5534</td>
<td>Business Finance</td>
<td>12</td>
</tr>
<tr>
<td>BAO5734</td>
<td>Financial Analysis</td>
<td>12</td>
</tr>
<tr>
<td>BAO5746</td>
<td>Credit and Lending Management</td>
<td>12</td>
</tr>
</tbody>
</table>

**Electives:**

Select from the list below subject to availability

- BM0630 Business Research Methods: 12
- BM05501 Business Ethics and Sustainability: 12
- BAO5747 International Portfolio Management: 12
- BAO5573 International Financial Management: 12
- BAO5572 Treasury Risk Management: 12
- BMI7003 Trade and Investment in Asia: 12

**Graduate Diploma in Business Analytics**

**Course Code:** BGA

**Campus:** City Flinders.

**About this course:** Victoria University is one of the world's leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. The Graduate Diploma in Business Analytics offers a pathway to postgraduate Business Analytics studies and is designed for those who already have a base of significant relevant professional experience but do not yet have a Bachelor's degree. The Graduate Diploma provides breadth of study by establishing a foundation of Business Analytics-relevant units that build upon key business systems and processes. Students will be using business analytics techniques and SAP technology to solve information problems to allow effective complex decision making in response to contemporary business challenges.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Review theoretical approaches and analyse their application to achieve effective Business Intelligence and Business Analytics Systems practice.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of authentic business problems in contemporary Business Intelligence and Business Analytics Systems.
3. Critically apply cross disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement in a range of...
technical or management functions in response to contemporary and future business challenges. 5. Evaluate the effectiveness of Business Intelligence and Business Analytics and associated Information Systems in the support of complex problem solving and management decision making. 6. Effectively communicate complex knowledge and ideas to a variety of audiences. 7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner. 8. Analyse and evaluate research findings applicable to business environments.

**Careers:** Skills developed in this course will equip you for early career roles in Business Analytics and management positions related to this field.

**Course Duration:** 1 year

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the award of Graduate Diploma in Business Analytics, students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 12 credit points (equivalent to 1 unit) elective unit from the list provided (unit offering is subject to availability).

Students planning to continue onto Masters study are strongly recommended to take BMO6630, Business Research Methods as their elective unit.

**Year 1 Semester 1**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BCO5539</td>
<td>Business Statistics</td>
<td>12</td>
</tr>
<tr>
<td>BCO6656</td>
<td>Information Technology Project Management</td>
<td>12</td>
</tr>
<tr>
<td>BCO6603</td>
<td>Enterprise Resource Planning Systems</td>
<td>12</td>
</tr>
<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
</tr>
</tbody>
</table>

**Year 1 Semester 2**

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO6007</td>
<td>Business Analytics</td>
<td>12</td>
</tr>
<tr>
<td>BCO6653</td>
<td>Management of Information Technology</td>
<td>12</td>
</tr>
<tr>
<td>BCO6676</td>
<td>Business Intelligence Systems</td>
<td>12</td>
</tr>
</tbody>
</table>

Plus 12 credit points (equivalent to 1 unit) elective from the following list (units are subject to availability):

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO5501</td>
<td>Business Process Engineering</td>
<td>12</td>
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</tbody>
</table>

**Graduate Diploma in Business (Supply Chain Management)**

**Course Code:** BBS  
**Campus:** City Flinders.

**About this course:** The Graduate Diploma in Business (Supply Chain Management) offers a pathway to postgraduate supply chain management studies and is designed for those who already have a base of significant relevant professional experience but do not yet have a bachelor’s degree. The course develops students’ knowledge of the field of logistics and supply chain management. Particular focus is based upon the skills and techniques required for employment, in the logistics and supply chain sectors, in early career management roles.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Contribute consistently, with personal accountability for outputs in a dynamic 21st century Supply Chain work team, working in an ethical and socially responsible manner. 2. Synthesise and critically review knowledge about business systems relevant to supply chain practices to make high level independent technical recommendations. 3. Analyse research findings applicable to established supply chain theories, and to emerging situations and challenges in contemporary supply chain situations 4. Critically apply cross-disciplinary knowledge and skills that demonstrate autonomy, creative problem-solving, adaptability and responsibility as a supply chain practitioner or learner. 5. Interpret, based on analysis, the ways in which networks of interconnected businesses collaborate to make, and deliver, products and services for global markets. 6. Effectively communicate complex supply chain management knowledge and ideas to a variety of audiences. 7. Critically evaluate a range of activities that constitute the supply chain management discipline – from ERP systems and operations and logistics strategies to global procurement.

**Careers:** Supply chain management is one of the largest industries in Australia and this degree can greatly enhance career opportunities across a wide range of early career roles in the supply chain management field.

**Course Duration:** 1 year

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Graduate Diploma in Business (Supply Chain Management), students will be required to complete 96 credit points consisting of:

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO5651</td>
<td>Enterprise Resource Planning Systems Implementation</td>
<td>12</td>
</tr>
<tr>
<td>BCO6672</td>
<td>The Information Systems Professional</td>
<td>12</td>
</tr>
<tr>
<td>BMO6630</td>
<td>Business Research Methods</td>
<td>12</td>
</tr>
<tr>
<td>BCO6604</td>
<td>Customer Relationship Management</td>
<td>12</td>
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</tbody>
</table>

BCO5539  Business Statistics                         12
BCO6656  Information Technology Project Management    12
BCO6603  Enterprise Resource Planning Systems          12
BMO6506  Work and Organisation Systems                12
BCO6007  Business Analytics                            12
BCO6653  Management of Information Technology           12
BCO6676  Business Intelligence Systems                  12

Plus 12 credit points (equivalent to 1 unit) elective from the following list (units are subject to availability):

<table>
<thead>
<tr>
<th>Code</th>
<th>Subject</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BCO5501</td>
<td>Business Process Engineering</td>
<td>12</td>
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</tbody>
</table>
Admission Requirements

- Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements International

- Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

Course Structure

Year 1, Semester 1

- 48 credit points (equivalent to 4 units) college core units
- 48 credit points (equivalent to 4 units) professional core units
About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. The Graduate Diploma in Business (Enterprise Resource Planning Systems) offers a pathway to postgraduate ERP studies and is designed for those who already have a base of significant relevant professional experience but do not yet have a postgraduate degree. This course will teach you to support the implementation and maintenance of enterprise resource planning systems through the application of analytical techniques and SAP technology to solve information problems. You will also learn to understand the implications of these types of systems in a business setting and how these systems achieve effective complex decision making in response to contemporary business challenges.

Course Objectives: On successful completion of this course, students will be able to:
1. Analyse and review theoretical approaches to achieve effective Enterprise Systems practice.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of business problems in contemporary Enterprise Systems.
3. Critically apply cross disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges.
5. Evaluate the effectiveness of Enterprise and associated Information Systems in the support of complex management decision making.
6. Effectively communicate knowledge and ideas to a variety of audiences.
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.
8. Analyse and evaluate research findings applicable to business environments.

Careers: Skills developed in this course will equip you for early career roles in the ERP field.

Course Duration: 1 year

Admission Requirements:
1. Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE
To complete the Graduate Diploma in Business (Enterprise Resource Planning Systems) students will be required to complete 96 credit points (equivalent to 8 units) in total consisting of:
- 84 credit points of core studies (equivalent to 7 units)
- 12 credit points of elective studies (equivalent to 1 unit)

Students planning to continue onto Masters study are strongly recommended to take BM06630, Business Research Methods as their elective unit.

Year 1, Semester 1

BCO6653 Management of Information Technology 12
BCO6656 Information Technology Project Management 12
BCO6603 Enterprise Resource Planning Systems 12
BAO6714 Computerised Accounting in an ERP System 12

Year 1, Semester 2

BM06506 Work and Organisation Systems 12
BCO5501 Business Process Engineering 12
BCO5651 Enterprise Resource Planning Systems Implementation 12

Plus 12 credit points (equivalent to 1 unit) elective from the following list (units are subject to availability):

- BM06624 Organization Change Management 12
- BC06007 Business Analytics 12
- BC06185 Executive and Mobile Computing 12
- BM06630 Business Research Methods 12
- BC06604 Customer Relationship Management 12
Graduates will be able to seek employment within the ERP field.

Course Duration: 1 year

COURSE STRUCTURE

To attain the award of Graduate Diploma in Enterprise Resource Planning Systems, students must successfully complete the following:

- 60 credit points (equivalent to 5 units) core units.
- 36 credit points (equivalent to 3 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any prerequisite requirements prior to enrolling.

CORE UNITS

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Points</th>
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<tbody>
<tr>
<td>BCO6603</td>
<td>Enterprise Resource Planning Systems</td>
<td>12</td>
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<tr>
<td>BCO5651</td>
<td>Enterprise Resource Planning Systems Implem.</td>
<td>12</td>
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<tr>
<td>BCO5501</td>
<td>Business Process Engineering</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>
</tbody>
</table>

ELECTIVE UNITS

36 credit points (equivalent to 3 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any prerequisite requirements prior to enrolling.

Admission Requirements:
- Completion of a three (3) year approved work experience will be considered for admission to this course.
- Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Diploma in Business (International Business), students will be required to complete 96 credit points consisting of:

- 48 credit points College Core units
- 48 credit points Professional Core units

Students planning to continue onto Masters study are strongly recommended to take BMO6630 Business Research Methods as their elective unit.

Core Business Units

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<tr>
<th>Code</th>
<th>Title</th>
<th>Points</th>
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<tbody>
<tr>
<td>BA06504</td>
<td>Accounting for Management</td>
<td>12</td>
</tr>
<tr>
<td>BEO5539</td>
<td>Business Statistics</td>
<td>12</td>
</tr>
<tr>
<td>BEO6600</td>
<td>Business Economics</td>
<td>12</td>
</tr>
<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
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</tbody>
</table>

Professional Core Units

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<tr>
<th>Code</th>
<th>Title</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEO5305</td>
<td>International Supply Chain Structure</td>
<td>12</td>
</tr>
<tr>
<td>BMI7000</td>
<td>Business Practices in China</td>
<td>12</td>
</tr>
<tr>
<td>BMO5572</td>
<td>Strategic Human Resource Management</td>
<td>12</td>
</tr>
</tbody>
</table>

12 credit points (equivalent to 1 unit) elective unit from the approved list below.
Elective Options

BM05501  Business Ethics and Sustainability  12
BM06630  Business Research Methods  12
BM7003   Trade and Investment in Asia  12

Graduate Diploma in Business (Industrial Relations and Human Resource Management)
Course Code: BGIH
Campus: City Flinders.

About this course: The Graduate Diploma in Business (Industrial Relations and Human Resource Management) is a one year degree that educates students in relation to a range of Industrial Relations and Human Resource issues. It is an academically rigorous and professionally relevant business course. There are a range of assessment tasks that focus on critical thinking, problem solving and creativity. Graduates may further their postgraduate studies by applying for admission into the Master of Business (Industrial Relations/Human Resource Management).

Course Objectives: On successful completion of this course, students will be able to:
1. Synthesise and critically review knowledge about business systems relevant to industrial relations/human resource management (IR/HR) practices to make high level independent technical recommendations.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of business problems in contemporary IR/HR industry, business and community settings.
3. Critically apply cross disciplinary knowledge to stimulate creative IR/HR decision making.
4. Exhibit independent judgement in a range of technical or management functions in response to contemporary and future business challenges.
5. Evaluate the effectiveness of IR/HR in the support of management decision making.
6. Effectively communicate complex knowledge and ideas of IR/HR practice to a variety of audiences.
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.
8. Analyse research findings applicable to IR/HR practice in business, industry and community sectors.

- Specialist HRM/IR knowledge that will prepare students to enter professions in government, HR and IR.
- Pathway to further study at the Masters coursework level.

Careers:

Course Duration: 1 year

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

COURSE STRUCTURE

Year 1, Semester 1
BM06506  Work and Organisation Systems  12
BE05509  Business Statistics  12
BE06600  Business Economics  12
BM06511  Strategic Management and Business Policy  12

Year 1, Semester 2
BM05564  Human Resource Management  12
BM05544  Industrial Relations  12
BLO5513  Law of Employment  12

Select 12 credit point Elective from the list below

ELECTIVE UNITS
Select from the following list subject to availability
BM06624  Organisation Change Management  12
BM05572  Strategic Human Resource Management  12
BM05567  Managing Workplace Conflict  12
BM06625  Performance Management and Rewards  12
BM06630  Business Research Methods  12
BM05501  Business Ethics and Sustainability  12

Graduate Diploma in Business (Management)
Course Code: BGMA
Campus: City Flinders.

About this course: The Graduate Diploma in Business (Management) is designed to provide solid grounding in both foundational business and management knowledge and strategic aspects of management. This mid-level postgraduate qualification allows managers to upgrade their skills and qualifications. It can be taken standalone or as part of a pathway to the Master of Business (Management).
Course Objectives: On successful completion of this course, students will be able to:

1. Review theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for various management contexts.
4. Demonstrate independent judgements in response to contemporary and future professional management challenges.
5. Work as a reflective management practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Analyse and evaluate research findings applicable to business environments as part of the course work.

- senior management positions
- generalist or specialist managers
- project managers

Careers:

Course Duration: 1 year

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Diploma in Business (Management), students will be required to complete 96 credit points (equivalent to 8 units) consisting of:

- 48 credit points (equivalent to 4 units) college core units
- 48 credit points (equivalent to 4 units) professional core units

Students planning to continue onto Masters study are strongly recommended to take BMO6630 Business Research Methods as their elective unit.

BAO6504  Accounting for Management  12
BEO5539  Business Statistics  12
BEO6600  Business Economics  12
BMO6506  Work and Organisation Systems  12
BMO5572  Strategic Human Resource Management  12
BMO6508  Operations Management  12
BMO6511  Strategic Management and Business Policy  12

12 credit points (equivalent to 1 unit) elective unit from the list below (subject to availability).

Electives List

BMO5501  Business Ethics and Sustainability  12
BMO5567  Managing Workplace Conflict  12
BMO4050  Art and Practice of Leadership  12
BMO6622  Managing Innovation and Entrepreneurship  12
BMO6624  Organisation Change Management  12
BMO6630  Business Research Methods  12

Graduate Diploma in Business (Marketing)

Course Code: BGNK
Campus: City Flinders.

About this course: The Graduate Diploma in Business (Marketing) offers a pathway to postgraduate marketing studies. It is designed for those who already have a base of significant relevant professional experience but do not yet have a Bachelor’s degree. The course offers graduates a critical overview of marketing theory. It is academically rigorous and develops a strong foundation in conceptual knowledge. This is complemented by current skills development focusing on critically thinking, problem solving and creativity.

Course Objectives: On successful completion of this course, students will be able to:

1. Synthesise and critically review knowledge about business systems relevant to marketing practices to make high level, independent technical recommendations.
2. Analyse research findings applicable to marketing processes in business environments.
3. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of marketing problems and recommend marketing actions realigned for contemporary and emerging business settings.
4. Critically apply cross-disciplinary knowledge in creative decision making.
5. Demonstrate independent judgement in a range of business and marketing-related technical functions in response to contemporary and future business challenges.
6. Evaluate the effectiveness of marketing and its associated systems in response to contemporary marketing challenges and their support of management decision making.
7. Effectively communicate complex knowledge and ideas to a variety of audiences.
8. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

Careers: Skills developed in this course will equip you for early roles in marketing and management.

Course Duration: 1 year

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.
Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Diploma in Business (Marketing), students will be required to complete 96 credit points (equivalent to 8 units) consisting of:

- 48 credit points (equivalent to 4 units) business core units
- 36 credit points (equivalent to 3 units) professional core units
- 12 credit points (equivalent to 1 unit) elective units. Students to select from any postgraduate units from the list provided below (subject to availability). Please check any pre-requisite requirements prior to enrolling.

Students planning to continue onto Masters study are strongly recommended to take BMO6630 Business Research Methods as their elective unit.

Year 1, Semester 1

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BEO5539</td>
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<td>Business Economics</td>
<td>12</td>
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<tr>
<td>BHO6505</td>
<td>Marketing Management</td>
<td>12</td>
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<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
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Year 1, Semester 2

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<tbody>
<tr>
<td>BHO5504</td>
<td>Brand and Product Management</td>
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<td>BHO5503</td>
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<td>BHO5574</td>
<td>Consumer Behaviour</td>
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</table>

12 credit points (equivalent to 1 unit) elective unit from the list below (subject to availability).

Electives List

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BHO6001</td>
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<td>BHO5525</td>
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<td>BCO6604</td>
<td>Customer Relationship Management</td>
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<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
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<tr>
<td>BMO6630</td>
<td>Business Research Methods</td>
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</tr>
<tr>
<td>ADMS5004</td>
<td>Analysing the Web and Social Networks</td>
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</table>

Graduate Diploma in Business Administration

Course Code: BGP8

CAREERS: Pathway to further study, and to various early career positions in the broad field of business administration.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum three (3) years approved work experience will be considered for admission to this course.

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the award of Graduate Diploma in Business Administration students must successfully complete the following:

- 84 credit points (equivalent to 7 units) core units
- 12 credit points (equivalent to 1 unit) elective unit. Students to select from any postgraduate unit from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling.

Year 1, Semester 1

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tr>
<td>BAO6504</td>
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</tr>
<tr>
<td>BEO5539</td>
<td>Business Statistics</td>
<td>12</td>
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</table>
Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International**: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business Administration, students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

**RESEARCH OPTION 1**

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

**RESEARCH OPTION 2**

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

**College Core Units**

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BA06504</td>
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<td>BEO6600</td>
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<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
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**Core Units**

<table>
<thead>
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<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BA05734</td>
<td>Financial Analysis</td>
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<td>BHO6505</td>
<td>Marketing Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
<td>12</td>
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<tr>
<td>BMO5572</td>
<td>Strategic Human Resource Management</td>
<td>12</td>
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<tr>
<td>BMO6050</td>
<td>Art and Practice of Leadership</td>
<td>12</td>
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<tr>
<td>BMO6511</td>
<td>Strategic Management and Business Policy</td>
<td>12</td>
</tr>
</tbody>
</table>

**Bachelor of Business Administration (Professional)**

**Course Code**: BMAB

**Campus**: City Flinders.

**About this course**: The Master of Business Administration is an academically rigorous and professionally relevant business course recognised globally. The course develops a strong foundation in conceptual knowledge incorporating recent developments in sustainability and global trends in business. This is complemented with skill development focusing on critically thinking, problem solving, creativity, personal leadership, and social aspects through authentic assessment including reflection. The course assists graduates to become responsible and ethical citizens who use their intercultural understanding to contribute to the demands of their local and global communities.

**Course Objectives**: On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross disciplinary knowledge in decision making with creativity for new contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional management challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical management practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers**: • General management positions • Middle management roles in a variety of industries

**Course Duration**: 2 years

<table>
<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>BEO6600</td>
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<td>BMO6511</td>
<td>Strategic Management and Business Policy</td>
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</tr>
<tr>
<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
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</tr>
</tbody>
</table>

12 credit points (equivalent to 1 unit) elective unit.

Students to select from any postgraduate unit from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling.
On successful completion of this course, students will be able to:

- Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
- Justify and interpret the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
- Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
- Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
- Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
- Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
- Justify and interpret the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
- Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
- Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
- Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
- Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
- Justify and interpret the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
- Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
- Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
- Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
- Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
- Justify and interpret the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
- Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
- Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
- Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.

**Course Objectives:**

- 1. Critically reflect upon theoretical approaches and analyse their application to achieve effective accounting practice.
- 2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
- 3. Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
- 4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
- 5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
- 6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
- 7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
- 8. Plan and execute a substantial research based project or evidence-based capstone activity - informing effective accounting practice to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Admission Requirements:**

- Completion of an Australian Bachelor degree (or equivalent) in a similar discipline.
- OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.
- OR Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

**Course Duration:** 1.5 years

**Admission Requirements International:**

- Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

**COURSE STRUCTURE**

To attain the Master of Accounting, students will be required to complete 144 credit points consisting of:

- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

**RESEARCH OPTION 1**

12 credit points business research project; and, 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

**RESEARCH OPTION 2**

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

**Core Units**

- BA05734 Financial Analysis 12
- BA05746 Credit and Lending Management 12
- BA05747 International Portfolio Management 12

**Research Units**

- BM06622 Managing Innovation and Entrepreneurship 12
- BM06624 Organisation Change Management 12
- BM06630 Business Research Methods 12

**Elective Options**

- OPTION 1
  - BGP7730 Business Research Project 12
  - 24 credit points (equivalent to 2 units) from any of the university postgraduate courses (unit offering is subject to availability)
- OPTION 2
  - BGP7711 Business Research Proposal 12
  - BGP7712 Business Research Thesis 24

**About this course:**

The Master of Accounting is an academically rigorous and professionally relevant postgraduate accounting course, building upon a strong foundation in undergraduate accounting conceptual knowledge. Graduates develop an integrated understanding of advanced accounting issues through a range of units in accounting, finance and management. This is complemented by the opportunity to work with a widely-used enterprise systems software package, SAP. The course also enables students to investigate recent developments in areas such as sustainability, global trends in accounting, ethical citizenship and intercultural understanding. The course is offered in a superior location for postgraduate students being central to the major commercial centre of Melbourne and to public transport.

**Campus:** City Flinders.

This course is for Continuing students only.

**Admission Requirements:**

- Completion of an Australian Bachelor degree (or equivalent) in a similar discipline.
- OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

**Course Duration:** 1.5 years

**Admission Requirements International:**

- Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).
About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. It offers a full range of units in Masters and Graduate Diploma programs. The University has strong links with the ERP industry and offers one of the most comprehensive ERP and Business Analytics curricular in the world covering areas such as: Business Process Management, Supply Chain Management, Business Intelligence, Customer Relationship Management, Change Management, Programming, Implementation, Strategy Development, Configuration and Administration.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Business Intelligence/Business Analytics to support operations and management practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to resolve business problems and make recommendations in contemporary Business Intelligence/Business Analytics Systems.
3. Critically apply cross-disciplinary knowledge in decision making associated with the selection, implementation and use of Business Intelligence/Business Analytics System for emerging contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business Intelligence/business analytics challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making drawing on Business Intelligence/Business Analytics Systems and associated Information Systems.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations in regards to Business Intelligence and Analytics.
7. Plan and execute a substantial research based project or evidence-based capstone experience linked to a contemporary Business Intelligence/Business Analytics System to generate and evaluate complex ideas and concepts at abstract and practical levels.
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

Careers: The course is designed to appeal to a wide span of disciplines. The traditional IT/IS fields have evolved with the rapid deployment of ERP suites that now encompass all functions in large organisations. The course provides several opportunities for applicants:

- The technology Bachelor graduate (Information Technology/Information Systems/CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analytics role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

The course will position graduates to access the world of work with employment roles:

- In global and domestic organisations either in direct SAP related fields,
- In more widespread functional roles,
- Specialised bodies of knowledge in analytics or business intelligence roles or other ERP areas.
- SAP business intelligence administration roles, and, SAP process roles where business analytics roles are required including business analysis, information prediction and financial, Logistics, Human Resources, and Supply chain analysis.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Business Analytics, students will be required to complete 144 credit points consisting of:

- **BAO6714** Computerised Accounting in an ERP System 12 credit points
- **BCO6603** Enterprise Resource Planning Systems 12 credit points
- **BEO5539** Business Statistics 12 credit points
- **BM7003** Trade and Investment in Asia 12 credit points
- **BM05501** Business Ethics and Sustainability 12 credit points
- **BM06630** Business Research Methods 12 credit points

**Research Units**

**OPTION 1**

- **BGP7730** Business Research Project 12 credit points

24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

**OPTION 2**

- **BGP7711** Business Research Proposal 12 credit points
- **BGP7712** Business Research Thesis 24 credit points

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**Master of Business Analytics**

Course Code: BMAD

Campus: City Flinders.

**Course Code:** BMAD **Course Title:** Master of Business Analytics **Campus:** City Flinders **About this course:** Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. It offers a full range of units in Masters and Graduate Diploma programs. The University has strong ties with the ERP industry and offers one of the most comprehensive ERP and Business Analytics curricula in the world covering areas such as: Business Process Management, Supply Chain Management, Business Intelligence, Customer Relationship Management, Change Management, Programming, Implementation, Strategy Development, Configuration and Administration. **Course Objectives:** On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Business Intelligence/Business Analytics to support operations and management practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to resolve business problems and make recommendations in contemporary Business Intelligence/Business Analytics Systems.
3. Critically apply cross-disciplinary knowledge in decision making associated with the selection, implementation and use of Business Intelligence/Business Analytics Systems for emerging contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business Intelligence/business analytics challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making drawing on Business Intelligence/Business Analytics Systems and associated Information Systems.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations in regards to Business Intelligence and Analytics.
7. Plan and execute a substantial research based project or evidence-based capstone experience linked to a contemporary Business Intelligence/Business Analytics System to generate and evaluate complex ideas and concepts at abstract and practical levels.
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

**Careers:** The course is designed to appeal to a wide span of disciplines. The traditional IT/IS fields have evolved with the rapid deployment of ERP suites that now encompass all functions in large organisations. The course provides several opportunities for applicants:

- The technology Bachelor graduate (Information Technology/Information Systems/CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analytics role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

The course will position graduates to access the world of work with employment roles:

- In global and domestic organisations either in direct SAP related fields,
- In more widespread functional roles,
- Specialised bodies of knowledge in analytics or business intelligence roles or other ERP areas.
- SAP business intelligence administration roles, and, SAP process roles where business analytics roles are required including business analysis, information prediction and financial, Logistics, Human Resources, and Supply chain analysis.

**Course Duration:** 1.5 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business Analytics, students will be required to complete 144 credit points consisting of:

- **BAO6714** Computerised Accounting in an ERP System 12 credit points
- **BCO6603** Enterprise Resource Planning Systems 12 credit points
- **BEO5539** Business Statistics 12 credit points
- **BM7003** Trade and Investment in Asia 12 credit points
- **BM05501** Business Ethics and Sustainability 12 credit points
- **BM06630** Business Research Methods 12 credit points

**Research Units**

**OPTION 1**

- **BGP7730** Business Research Project 12 credit points

24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

**OPTION 2**

- **BGP7711** Business Research Proposal 12 credit points
- **BGP7712** Business Research Thesis 24 credit points

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• 24 credit points business core units:
• 84 credit points professional core units
• 36 credit points research units

RESEARCH OPTION 1
• 12 credit points business research project; and,
• 24 credit points elective units. Students to select units from any
  Business Post Graduate Course (subject to availability). Please check
  any prerequisite requirements prior to enrolling.

RESEARCH OPTION 2
• 12 credit points business research proposal; and,
• 24 credit points business research thesis.

Core Units
BCO5501 Business Process Engineering 12
BCO6007 Business Analytics 12
BCO6008 Predictive Analytics 12
BCO6603 Enterprise Resource Planning Systems 12
BCO6604 Customer Relationship Management 12
BCO6672 The Information Systems Professional 12
BCO6676 Business Intelligence Systems 12
BIS7001 Enterprise Systems Strategy 12
BMO6630 Business Research Methods 12

Research Units
OPTION 1
BGP7730 Business Research Project 12

24 credit points Elective units. Students to select units from any Business Post
  Graduate Course (subject to availability). Please check any pre-requisite
  requirements prior to enrolling.

OR

OPTION 2
BGP7711 Business Research Proposal 12
BGP7712 Business Research Thesis 24

About this course: This course enables students to: explore contemporary knowledge
  in industrial relations and human resources management; develop a high level of
  research competence in the field; and promote the effective resolution of industrial
  relations and human resources problems. The course has professional accreditation
  with the Australian Human Resources Institute (AHRI).

Course Objectives: The primary educational aim of the course is to provide students
  with an understanding of the fundamental concepts and skills in relation to industrial
  relations and human resource management. The course enables students to build
  upon these fundamentals by offering the choice of either structured advanced
  learning in specialised areas relevant to their professional practice, or the
  development of research skills applied through a minor thesis relevant to their
  professional needs and practice.

Careers: Human resource manager, employee development manager, employee
  relations manager, recruitment consultant, industrial relations officer.

Course Duration: 1.5 years

COURSE STRUCTURE
To attain the award of Master of Business (Industrial Relations/Human Resource
  Management), students must successfully complete the following:
• 96 credit points (equivalent to 8 units) core units
Plus either / or COURSEWORK OPTION
• 12 credit points (equivalent to 1 unit) coursework option units
• 36 credit points (equivalent to 3 units) elective units. Students to select
  from any university postgraduate courses (unit offering is subject to
  availability). Please check any pre-requisite requirements prior to
  enrolling.

THESIS OPTION
• 36 credit points (equivalent to 3 units) thesis option units
• 12 credit points (equivalent to 1 unit) elective unit. Students to select
  from any university postgraduate courses (unit offering is subject to
  availability). Please check any pre-requisite requirements prior to
  enrolling.

CORE UNITS
BLO5513 Law of Employment 12
BAM5544 Industrial Relations 12
BAM5550 Contemporary Employment Systems 12
BAM5564 Human Resource Management 12
BAM5567 Managing Workplace Conflict 12
BAM5572 Strategic Human Resource Management 12
BAM6625 Performance Management and Rewards 12
About this course: The Master of Business (Accounting) is an academically rigorous and professionally relevant accounting course recognised globally. It develops a strong foundation in conceptual knowledge incorporating recent developments in sustainability and global trends in accounting. This is complemented with skill development focusing on critically thinking, problem solving, creativity, and social aspects through authentic assessment including reflection. The course assists graduates to become responsible and ethical citizens who use their intercultural understanding to contribute to the demands of their local and global communities. This course is designed for non-accountants, who upon completion will be eligible to qualify for accreditation with CPA Australia and/or Chartered Accountants Australia and New Zealand (CAANZ).

Course Objectives: On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective accounting practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for emerging professional accounting contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/professional challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research-based project or evidence-based capstone activity - informing effective accounting practice to generate and evaluate complex ideas and concepts at abstract and practical levels.

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. Other types of positions are as follows: • General Accountant • Taxation Accountant • Management Accountant

Course Duration: 2 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline or Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline or Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Business (Accounting), students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

RESEARCH OPTION 1

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

RESEARCH OPTION 2

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

College Core Units

BEO6600 Business Economics
Course Code: BMAX
Campus: City Flinders.
This course is for Continuing students only.

About this course: When enrolling in this program, students are required to enrol for and successfully complete all prescribed units of study. No credit on the basis of previous studies or equivalent will be given. In double masters including the MBA, students are required to complete the first named degree in full in the first instance. For example when enrolled for the Master of Accounting/Master of Business Administration, all course requirements for the Master Accounting must be completed in full before undertaking units of study in the MBA degree.

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.

Careers:

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.

COURSE STRUCTURE
To attain the award of Master Of Accounting/Master Of Business Administration, students must successfully complete the following:

- 156 credit points (equivalent to 13 units) core units
- 36 credit points (equivalent to 3 units) elective units. Students to select from the list below (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

CORE UNITS

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO5522</td>
<td>Managerial Accounting</td>
<td>12</td>
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<tr>
<td>BAO5524</td>
<td>Professional Auditing</td>
<td>12</td>
</tr>
<tr>
<td>BAO5525</td>
<td>Financial and Corporate Accounting</td>
<td>12</td>
</tr>
<tr>
<td>BAO5534</td>
<td>Business Finance</td>
<td>12</td>
</tr>
<tr>
<td>BAO5535</td>
<td>Issues in Contemporary Accounting</td>
<td>12</td>
</tr>
<tr>
<td>BAO5543</td>
<td>Accounting Systems and Processes</td>
<td>12</td>
</tr>
<tr>
<td>BLO5540</td>
<td>Business and Company Law</td>
<td>12</td>
</tr>
<tr>
<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
<td>12</td>
</tr>
<tr>
<td>BMO6630</td>
<td>Business Research Methods</td>
<td>12</td>
</tr>
<tr>
<td>BMO5572</td>
<td>Strategic Human Resource Management</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>

ELECTIVE UNITS
Subject to availability, students select 36 credit points (equivalent to 3 units) from...
the following:

BA05561 Reporting and Professional Practice 12
BA05528 Accounting for Public Sector Managers 12
BA05562 Corporate Governance and Accountability 12
BA05566 Treasury 12
BA05567 Taxation 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
BA05748 Financial Services Communication 12
BA06615 Accounting Project 12
BA07742 Business Research Methods 12
BC06503 Management Information Systems 12
BE06500 Economics for Management 12
BE05539 Business Statistics 12
BE06600 Business Economics 12
BP0513 Business Research Methods 12
BL05539 Australian Income Tax Law and Practice 12

Master of Business Analytics (Professional)

Course Code: BANBI
Campus: City Flinders.

About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. It offers a full range of units in Masters, Graduate Diploma and Graduate Certificate programs. The University has strong links with the ERP industry and offers one of the most comprehensive ERP and Business Analytics curricula in the world covering areas such as; Business Process Management, Supply Chain Management, Business Intelligence, Customer Relationship Management, Change Management, Programming, Implementation, Strategy Development, Configuration and Administration.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Business Intelligence/Business Analytics to support operations and management practice. 2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations relevant to contemporary Business Intelligence/Business Analytics Systems.
3. Critically apply cross-disciplinary knowledge in decision making associated with the selection, implementation and use of Business Intelligence/Business Analytics System for emerging contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business Intelligence/business analytics challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making drawing on Business Intelligence/Business Analytics Systems and associated Information Systems.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations in regards to Business Intelligence and Analytics.
7. Plan and execute a substantial research-based project or evidence-based capstone experience linked to a contemporary Business Intelligence/Business Analytics System to generate and evaluate complex ideas and concepts at abstract and practical levels.
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

Careers: The course is designed to appeal to a wide span of disciplines. The traditional IT/IS fields have evolved with the rapid deployment of ERP suites that now encompass all functions in large organisations. The course provides several opportunities for applicants;
- The technology Bachelor (Information Technology/Information Systems /CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analytics role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

The course will position graduates to access the world of work with employment roles;
- In global and domestic organisations either in direct SAP related fields,
- In more widespread functional roles,
- Specialised bodies of knowledge in analytics or business intelligence roles or other ERP areas.
- SAP business intelligence administration roles, and, SAP process roles where business analytics roles are required including business analysis, information prediction and financial, Logistics, Human Resources, and Supply Chain analysis.

Course Duration: 2 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.
Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Business Analytics (Professional), students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

RESEARCH OPTION 1 12 credit points business research project; and, 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling. RESEARCH OPTION 2 12 credit points business research proposal; and, 24 credit points business research thesis.

College Core Units

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tr>
<td>BC06653</td>
<td>Management of Information Technology</td>
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<tr>
<td>BC06656</td>
<td>Information Technology Project Management</td>
<td>12</td>
</tr>
<tr>
<td>BC05539</td>
<td>Business Statistics</td>
<td>12</td>
</tr>
<tr>
<td>BM06506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
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Core Units

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<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BC05501</td>
<td>Business Process Engineering</td>
<td>12</td>
</tr>
<tr>
<td>BC06007</td>
<td>Business Analytics</td>
<td>12</td>
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<td>BC06008</td>
<td>Predictive Analytics</td>
<td>12</td>
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<tr>
<td>BC06603</td>
<td>Enterprise Resource Planning Systems</td>
<td>12</td>
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<tr>
<td>BC06604</td>
<td>Customer Relationship Management</td>
<td>12</td>
</tr>
<tr>
<td>BC06672</td>
<td>The Information Systems Professional</td>
<td>12</td>
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<tr>
<td>BC06676</td>
<td>Business Intelligence Systems</td>
<td>12</td>
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<tr>
<td>BS7001</td>
<td>Enterprise Systems Strategy</td>
<td>12</td>
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<tr>
<td>BM06630</td>
<td>Business Research Methods</td>
<td>12</td>
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</table>

Research Units

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<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BGP7730</td>
<td>Business Research Project</td>
<td>12</td>
</tr>
</tbody>
</table>

24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

OR

OPTION 2

BGP7711 Business Research Proposal 12
BGP7712 Business Research Thesis 24

Master of Business (Marketing)

Course Code: BM6K
Campus: City Flinders.
This course is for Continuing students only.

About this course:

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

To attain the award of Master of Business (Marketing), students must successfully complete the following:

- 48 credit points (equivalent to 4 units) core units
- 48 credit points (equivalent to 4 units) elective units. Students to select from the list provided (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

Plus either / or OPTION 1

- 48 credit points (equivalent to 4 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

OPTION 2

- 12 credit points (equivalent to 1 unit) research unit
- 36 credit points (equivalent to 3 units) thesis units
**Course Code:** BANBT
**Campus:** City, Flinders.

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**Course Duration:** 2 years

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**Course Objectives:**

1. Critically reflect upon theoretical approaches by evaluating their application to effective tourism and destination management practice;
2. Justify and apply interdisciplinary knowledge in decision making with creativity for dynamic global environments using contemporary and integrated theoretical and operational knowledge of tourism and destination management;
3. Deliberate the economic, legal and political context within which destinations operate, advocating creative planning and policy development process, innovative sustainable practices and risk minimising strategies in contemporary settings;
4. Collaborate within teams to provide creative solutions for industry, government and community stakeholders, integrating complex knowledge and ideas effectively to achieve shared goals;
5. Resolve complex professional and industry problems and inform management decision making by applying cognitive, creative and reflective skills to collect, analyse and synthesise data and information to generate, implement and evaluate solutions;
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities, business and other related stakeholders;
7. Exemplify professional standards and leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner;
8. Plan and execute an evidence-based capstone experience or a substantial research based project linked to contemporary sustainable practices.

---

**About this course:** The Master of Business (Tourism and Destination Management) offers a qualification that will equip graduates for managerial, policy development and planning roles within the rapidly growing tourism and events industries. The course incorporates tourism and management studies with a focus on addressing contemporary issues and challenges faced by destinations internationally. Embedded within an established suite of business programs, including Victoria University’s internationally awarded MBA, the Master of Business (Tourism and Destination Management) prepares graduates to professionally engage with contemporary and emerging industry issues and developments in the visitor economy. In particular, the course builds on the theme of ‘Green Growth’ and sustainability as a central paradigm. The course is developed and conducted with the close involvement of industry leaders, both local and international, and students will have the opportunity to gain a close insight into industry operations, develop professional networks and apply knowledge within the tourism and events sectors.

---

**ELECTIVES LIST**

- **OPTION 1**
  - 48 credit points (equivalent to 4 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

  - **OPTION 2**
    - 48 credit points (equivalent to 4 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

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**Core Units**

- BHO6505 Marketing Management 12
- BHO5574 Consumer Behaviour 12
- BHO5583 Marketing Research 12
- BHO5525 Marketing Strategy 12

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**Elective Units**

- **Digital Marketing**
- **Marketing Communication**
- **Services and Relationship Marketing**
- **Brand and Product Management**
- **Business to Business Marketing**
- **Logistics**
- **Analysing the Web and Social Networks**

---

**Core Units**

- BHO6001 Digital Marketing 12
- BHO5503 Marketing Communication 12
- BHO5502 Services and Relationship Marketing 12
- BHO5504 Brand and Product Management 12
- BHO5505 Business to Business Marketing 12
- BHO5572 Logistics 12
- ADM5004 Analysing the Web and Social Networks 12

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**OPTION 1**

- 48 credit points (equivalent to 4 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

---

**OPTION 2**

- 48 credit points (equivalent to 4 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

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**Core Units**

- BHO7742 Business Research Methods 12
- BHO7700 Thesis (Full Time) 36

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**Elective Units**

- **Business Research Methods**
- **Thesis (Full Time)**

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**Core Units**

- BHO7701 Thesis (Part Time) 18

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

**(part-time thesis code must be used twice)**

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**Master of Business (Tourism and Destination Management)**

- **Course Code:** BANBT
- **Campus:** City, Flinders.

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**Course Duration:** 2 years

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**Course Requirements Prior to Enrolling:**

- Core units must be used twice
- Elective units are available from any pre-university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

---

**About this course:** The Master of Business (Tourism and Destination Management) offers a qualification that will equip graduates for managerial, policy development and planning roles within the rapidly growing tourism and events industries. The course incorporates tourism and management studies with a focus on addressing contemporary issues and challenges faced by destinations internationally. Embedded within an established suite of business programs, including Victoria University’s internationally awarded MBA, the Master of Business (Tourism and Destination Management) prepares graduates to professionally engage with contemporary and emerging industry issues and developments in the visitor economy. In particular, the course builds on the theme of ‘Green Growth’ and sustainability as a central paradigm. The course is developed and conducted with the close involvement of industry leaders, both local and international, and students will have the opportunity to gain a close insight into industry operations, develop professional networks and apply knowledge within the tourism and events sectors.

---

**Course Objectives:**

1. Critically reflect upon theoretical approaches by evaluating their application to effective tourism and destination management practice;
2. Justify and apply interdisciplinary knowledge in decision making with creativity for dynamic global environments using contemporary and integrated theoretical and operational knowledge of tourism and destination management;
3. Deliberate the economic, legal and political context within which destinations operate, advocating creative planning and policy development process, innovative sustainable practices and risk minimising strategies in contemporary settings;
4. Collaborate within teams to provide creative solutions for industry, government and community stakeholders, integrating complex knowledge and ideas effectively to achieve shared goals;
5. Resolve complex professional and industry problems and inform management decision making by applying cognitive, creative and reflective skills to collect, analyse and synthesise data and information to generate, implement and evaluate solutions;
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities, business and other related stakeholders;
7. Exemplify professional standards and leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner;
8. Plan and execute an evidence-based capstone experience or a substantial research based project linked to contemporary sustainable practices.

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**Careers:** The Master of Business (Tourism and Destination Management) will equip students for roles as:

- Planning and policy development officers in government departments at National, State and local and regional levels;
- Research and planning officers with research and consulting firms;
- Tourism planning agencies;
- Tourism education through private providers and TAFE;
- Policy officers with professional and industry associations;
- Tourism promotion agencies such as ‘Destination Melbourne’;
- Managers of attractions;
- Marketing and communication roles (events);
- Planners within the travel sector (airlines and other major transport providers);
- Self-employment through tourism management businesses.

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**Course Duration:** 2 years
Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE
To attain the Master of Business (Tourism and Destination Management), students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

RESEARCH OPTION 1
- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

RESEARCH OPTION 2
- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

College Core Units

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<th>Points</th>
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<tbody>
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<td>BAG6504</td>
<td>Accounting for Management</td>
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<tr>
<td>BEO6600</td>
<td>Business Economics</td>
<td>12</td>
</tr>
<tr>
<td>BHO6505</td>
<td>Marketing Management</td>
<td>12</td>
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<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
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Core Units

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<tr>
<td>BCO6008</td>
<td>Predictive Analytics</td>
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</tr>
<tr>
<td>BM05501</td>
<td>Business Ethics and Sustainability</td>
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<tr>
<td>BM06505</td>
<td>Art and Practice of Leadership</td>
<td>12</td>
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<tr>
<td>BM06630</td>
<td>Business Research Methods</td>
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<tr>
<td>BTD6001</td>
<td>Tourism and Events: Core Concepts and Theory</td>
<td>12</td>
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<tr>
<td>BTD6002</td>
<td>Cross-cultural Dimensions of Destination Management</td>
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Core Research Units

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<th>Points</th>
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<td>BTD7001</td>
<td>International Tourism Management</td>
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<tr>
<td>BTD7002</td>
<td>Emerging Trends in Tourism and Destination Management</td>
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<tr>
<td>BTD7004</td>
<td>Green Growth Transformation of Destinations</td>
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Research Units

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<th>Title</th>
<th>Points</th>
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<tbody>
<tr>
<td>BGP7730</td>
<td>Business Research Project</td>
<td>12</td>
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<tr>
<td>BGP7711</td>
<td>Business Research Proposal</td>
<td>12</td>
</tr>
<tr>
<td>BGP7712</td>
<td>Business Research Thesis</td>
<td>24</td>
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</tbody>
</table>

Master of Change, Innovation and Leadership
Course Code: BMCH
Campus: City Flinders.

About this course: Master of Change, Innovation and Leadership (CIL) course is specifically designed for tomorrow’s change leaders who can drive change, build innovative teams and adjust quickly to new business conditions. The CIL course aims to provide an opportunity for participants to articulate and challenge their models of change, innovation and leadership broadly and critically evaluate and reflect on their understanding of strategic change and transformational leadership to become the source of value for tomorrow in their organisations. Specifically, course participants will learn how to tackle the challenge of change from diverse perspectives of innovation, organisational structure and culture, leadership, and risk management. Through face-to-face interactions, case studies, and real-life problem-solving sessions, participants will learn to develop practical approaches that balance short-term success with long-term innovation. This course is designed with industry professionals and is run in collaboration with industry professionals who will also teach on the program. The duration of the course is 1.5 years full-time and 3 years equivalent part-time. The course will run on a one-week burst mode which will provide flexibility to students to plan their leave around their study. This course has a pathway to entry into Master of Change, Innovation and Leadership for those participants that do not meet the direct entry criteria. Depending on the qualification, participants can either enter the program via taking Graduate Certificate in OCM or Graduate Diploma in OCM.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective innovative change strategies; 2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings; 3. Critically apply cross-disciplinary knowledge in decision making with creativity for innovation and change management contexts; 4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional organisational change
management challenges; 5. Work as a reflective leader and change practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making; 6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations; 7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly; 8. Plan and execute a substantial research based project or evidence-based capstone experience to generate and evaluate complex ideas and concepts at abstract and practical levels to enhance the sustainability, viability and effectiveness of organisational change practices.

Careers: • Senior Management • Change Management Professionals • Change and Communications Manager • Change Consultants • HR Professional • Organisational Development Consultants • Project Managers • ERP/SAP Implementation Professionals • Coaching and Training Professionals

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline AND Five (5) years of approved work experience OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline AND Five (5) years of approved work experience OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline AND Five (5) years of approved work experience OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline AND Five (5) years of approved work experience PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Change, Innovation and Leadership, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:

- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either OPTION 1

- 12 credit points (equivalent to 1 unit) capstone research project unit; and,
- 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling.

OR OPTION 2

- 12 credit points (equivalent to 1 unit) research proposal unit; and,
- 24 credit points (equivalent to 2 units) minor thesis unit.

Core Units

BM05501 Business Ethics and Sustainability 12
BM06630 Business Research Methods 12

Professional Core Units

BA05734 Financial Analysis 12
BM06050 Art and Practice of Leadership 12
BM07000 Advanced Organisational Behaviour 12
BM07001 Organisational Diagnosis and Change 12
BM07002 Technological Change and Innovation 12
BM07003 Managing Change and Complexity 12
BM07004 Strategy and Strategic Change 12

Research Option 1

BGP7730 Business Research Project 12

24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from within the University (subject to availability).

Research Option 2

BGP7711 Business Research Proposal 12
BGP7712 Business Research Thesis 24

Master of Business (Enterprise Resource Planning Systems)/Master of Business Analytics

Course Code: BMDA
Campus: City Flinders.

About this course: The course develops advanced knowledge in enterprise system processes, SAP application bodies of knowledge and conceptual knowledge incorporating business and predictive analytics. This is complemented with skill development focusing on critically thinking, problem solving, business analytics, creativity and personal leadership. The course assists graduates to become responsible and ethical citizens who use their intercultural understanding to contribute to the demands of their local and global communities. This course is ideally suited for applicants who come from a relevant business background and want to deepen their knowledge and critically apply this knowledge to complex and contemporary business practice. Students may complete this course full-time in 2 years via the trimester study period.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Enterprise Systems and Business Intelligence to support operations and management practice;
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations in contemporary Enterprise Systems;
3. Critically apply cross-disciplinary knowledge with creativity in decision making;
supporting the selection, implementation and use of Enterprise Systems and Business Intelligence Systems; 4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business challenges; 5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision-making on how Business Intelligence/Business Analytics Information Systems can support this decision making; 6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations; 7. Plan and execute a substantial research-based project or evidence-based capstone experience linked to an Enterprise Resource Planning or Business Intelligence/Business Analytics Systems to generate and evaluate complex ideas and concepts at abstract and practical levels; and, 8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

Careers: The course will position graduates to access the world of work as business/ERP analysts with employment in:

- global and domestic organisations either in direct SAP related fields
- more widespread functional roles
- specialised bodies of knowledge in analytics or business intelligence roles or other ERP areas
- SAP business intelligence administration roles
- SAP process roles where business analytics roles are required including business analysis, information prediction and financial, logistics, human resources, and supply chain analysis

Course Duration: 2.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to the course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the awards, Master of Business (Enterprise Resource Planning Systems) and Master of Business Analytics, students will be required to complete 240 credit points consisting of:

- 84 credit points Core Business units
- 120 credit points Professional Core units
- 12 credit points Capstone Research Project unit; and,

- 24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

College Core Units

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<thead>
<tr>
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<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
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<td>Computerised Accounting in an ERP System</td>
<td>12</td>
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<td>BC06653</td>
<td>Management of Information Technology</td>
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<td>BC06656</td>
<td>Information Technology Project Management</td>
<td>12</td>
</tr>
<tr>
<td>BC06672</td>
<td>The Information Systems Professional</td>
<td>12</td>
</tr>
<tr>
<td>BEO5539</td>
<td>Business Statistics</td>
<td>12</td>
</tr>
<tr>
<td>BM06506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
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<tr>
<td>BM06630</td>
<td>Business Research Methods</td>
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ERP Professional Core Units

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<th>Credit Points</th>
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<td>BC05501</td>
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<td>BC05651</td>
<td>Enterprise Resource Planning Systems Implementation</td>
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<td>BC06105</td>
<td>Executive and Mobile Computing</td>
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<td>BC06603</td>
<td>Enterprise Resource Planning Systems</td>
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<td>BM06624</td>
<td>Organisation Change Management</td>
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Business Analytics Professional Core Units

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<td>BC06008</td>
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<td>BC06604</td>
<td>Customer Relationship Management</td>
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<td>BC06676</td>
<td>Business Intelligence Systems</td>
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<td>BIS7001</td>
<td>Enterprise Systems Strategy</td>
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Capstone Research Project Unit

<table>
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</thead>
<tbody>
<tr>
<td>BGP7730</td>
<td>Business Research Project</td>
<td>12</td>
</tr>
</tbody>
</table>

Elective Units

- 24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

Master of Business (Enterprise Resource Planning Systems)/ Master of Supply Chain Management

Course Code: BMDB
Campus: City Flinders.

About this course: The course develops advanced knowledge in supply chain management, enterprise system processes, SAP application bodies of knowledge and
conceptual knowledge incorporating recent developments in sustainability and global trends in business. This is complemented with skill development focusing on critically thinking, problem solving and creativity. The course assists graduates to become responsible and ethical citizens who use their intercultural understanding to contribute to the demands of their local and global communities. This course is ideally suited for applicants who come from a relevant business, supply chain or IT background and want to deepen their knowledge and critically apply this knowledge to complex and contemporary business practice. Students may complete this course full-time in 2 years via the trimester study period.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Enterprise Systems to support operations and management practice;
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations/recommend actions in contemporary Enterprise Systems;
3. Critically apply cross-disciplinary knowledge with creativity in decision making supporting the selection, implementation and use of Enterprise Systems;
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business challenges;
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision-making and how Enterprise Systems and associated Information Systems can support this decision making;
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations;
7. Plan and execute a substantial research based project or evidence-based capstone experience linked to an Enterprise Resource Planning System to generate and evaluate complex ideas and concepts at abstract and practical levels; and,
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

- Senior and leadership roles in ICT
- ERP Analyst
- Business Software Manager
- Business Analyst
- SAP Business Consultant
- Supply Chain Manager
- Logistics Professional
- Global Procurement Specialist
- Sourcing/Distribution Manager
- Enterprise Resource Planning Developer
- Project Leader
- Transport Coordinator
- Warehouse Supervisor
- Import/Export Manager
- Customs Manager

Careers:

Course Duration: 2.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline or Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the awards, Master of Business (Enterprise Resource Planning Systems) and Master of Supply Chain Management, students will be required to complete 240 credit points consisting of:

- 72 credit points Core Business units
- 156 credit points Professional Core units
- 12 credit points Capstone Research Project unit

College Core Units

BAO6714 Computerised Accounting in an ERP System
BCO6653 Management of Information Technology
BCO6656 Information Technology Project Management
BCO6672 The Information Systems Professional
BED5539 Business Statistics
BM06630 Business Research Methods

ERP Professional Core Units

BCO5501 Business Process Engineering
BCO5651 Enterprise Resource Planning Systems Implementation
BCO6007 Business Analytics
BCO6185 Executive and Mobile Computing
BCO6603 Enterprise Resource Planning Systems
BCO6604 Customer Relationship Management
BMO6624 Organisation Change Management

Supply Chain Management Professional Core Units

BED5305 International Supply Chain Structure
BED5307 Global Procurement

12
BM05574  Supply Chain and Logistics Management  12
BM05508  Operations Management  12
BTD7004  Green Growth Transformation of Destinations  12
EPMS710  Project Procurement Management  12

Capstone Research Project Unit

BGP7730  Business Research Project  12

Master of Business Analytics/Master of Business Administration

Course Code: BANDC
Campus: City Flinders.

About this course: The Master of Business Analytics/Master of Business Administration course is an academically rigorous and professionally relevant business course. The course develops advanced knowledge in enterprise system processes, SAP application bodies of knowledge and conceptual knowledge incorporating recent developments in sustainability and global trends in business. This is complemented with skill development focusing on critically thinking, problem solving, business analytics, creativity, personal leadership, and social aspects through authentic assessment including reflection. The course assists graduates to become responsible and ethical citizens who use their intercultural understanding to contribute to the demands of their local and global communities. This course is ideally suited for applicants who come from a relevant business background and want to deepen their knowledge and critically apply this knowledge to complex and contemporary business practice. Students may complete this course full-time in 2 years via the trimester study period.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective management strategies and use of Business Intelligence/Business Analytics to support operations and management practice;
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings;
3. Critically apply cross disciplinary knowledge in decision making with creativity for new contexts;
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional management and business intelligence/analytics challenges;
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making drawing on Business Intelligence/Business Analytics Systems and associated Information Systems;
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations;
7. Exemplify initiative and leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly; and,
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainability, socially responsible and ethical management practices and/or Business Intelligence/Business Analytics Systems to generate and evaluate complex ideas.

Careers: With sound knowledge in management and general business areas coupled with strong analytic skills and database management, graduates will be able to gain employment in financial institutions, health care organisations, database marketing/market research firms, retailers, consulting firms, and analytic groups.

Course Duration: 2.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

COURSE STRUCTURE

To attain the awards, Master of Business Analytics and Master of Business Administration, students will be required to complete 240 credit points consisting of:
- 24 credit points Core Business units
- 180 credit points Professional Core units
- 12 credit points Capstone Research Project unit
- 24 credit points Elective units

College Core Units
BCO6672  The Information Systems Professional  12
BM06630  Business Research Methods  12

Business Analytics Professional Core Units
BCO5501  Business Process Engineering  12
BCO6007  Business Analytics  12
BCO6008  Predictive Analytics  12
BCO6003  Enterprise Resource Planning Systems  12
BCO6004  Customer Relationship Management  12
BCO6676  Business Intelligence Systems  12
BIS7001  Enterprise Systems Strategy  12

MBA Professional Core Units
BA05734  Financial Analysis  12
BM05501  Business Ethics and Sustainability  12
BM05572  Strategic Human Resource Management  12
BM06050  Art and Practice of Leadership  12
BM06506  Work and Organisation Systems  12
BM06511  Strategic Management and Business Policy  12
About this course: VU’s double degree in Master of Business (Accounting)/Master of Finance is designed for students from non-accounting backgrounds who want to develop the specialist skills in accounting that will qualify you for membership with CPA Australia and the Chartered Accountants Australia and New Zealand (CAANZ). You will gain the necessary skills for a wide range of accounting roles and develop your knowledge and technical skills in finance while keeping a global perspective on understanding the operation of financial markets. The course will assist students to become capable, responsible and ethical practitioners in the rapidly changing financial services industry. These skills are complemented with skills development focusing on critical thinking, problem solving, creativity and communication. Students may complete this course full-time in 2 years via the trimester study period.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective accounting and finance practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations/recommend actions in authentic/contemporary business settings.
3. Critically apply cross disciplinary knowledge in decision making with creativity for emerging professional accounting and finance contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/accounting/finance professional challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone activity - informing effective accounting practice to generate and evaluate complex ideas and concepts at abstract and practical levels.

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.

Other types of positions are as follows:
- General Accountant;
- Taxation Accountant; and,
- Management Accountant.

Finance positions are include:
- Financial Manager;
- Financial Analyst; and
- Financial Investment Manager.

Course Duration: 2.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the awards, Master of Business (Accounting) and Master of Finance, students will be required to complete 240 credit points consisting of:
- 72 credit points Core Business units
- 156 credit points Professional Core units
- 12 credit points Capstone Research Project unit

College Core Units

- BHO6505 Marketing Management 12
- BEO6600 Business Economics 12
- BL05540 Business and Company Law 12
- BM05501 Business Ethics and Sustainability 12
- BM06506 Work and Organisation Systems 12
- BM06630 Business Research Methods 12

Accounting Professional Core Units

- BM06622 Managing Innovation and Entrepreneurship 12
- BM06624 Organisation Change Management 12
- BGP7730 Business Research Project 12

Elective Units

- 24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

Master of Business (Accounting)/Master of Finance
Course Code: BMDD
Campus: City Rinders.

This course is for Continuing students only.
On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and apply them to the operational and management domains of Enterprise Systems;
2. Justify and interpret theoretical propositions and related bodies of knowledge to resolve business problems and make recommendations in contemporary Enterprise Systems;
3. Critically apply cross-disciplinary knowledge with creativity in decision making supporting the selection, implementation and use of Enterprise Systems;
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business challenges;
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision-making and how Enterprise Systems and associated Information Systems can support this decision-making;
6. Communicate effectively to specialist and non-specialist audiences including multidisciplinary teams, diverse cultural communities and business and other professional organisations;
7. Plan and execute a substantial research based project or evidence-based capstone experience linked to an Enterprise Resource Planning System to generate and evaluate complex ideas and concepts at abstract and practical levels;
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

**Careers:** The course is designed to appeal to IT and business applicants. The traditional IT/IS fields have evolved with the rapid deployment of ERP suites that now encompass all functions in large organisations. The course provides several opportunities for applicants:

- The technology Bachelor graduate (Information Technology/Information Systems/CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analyst role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

The course will position graduates to access the world of work with employment roles:

- In global and domestic organisations in direct SAP related fields,
- In more widespread functional roles,
- In leadership roles,
- Specialised bodies of knowledge in technical, process or application ERP areas,
- SAP Administration roles, and,
- SAP process roles including Financial, Logistics, Human Resources, and Supply Chain amongst others.

**Course Duration:** 1.5 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

**COURSE STRUCTURE**
To attain the Master of Enterprise Resources Planning Management, students will be required to complete 144 credit points consisting of:

- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

**RESEARCH OPTION 1**

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

**RESEARCH OPTION 2**

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

**Core Units**

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<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit Points</th>
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<tr>
<td>BCO5501</td>
<td>Business Process Engineering</td>
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<tr>
<td>BCO5651</td>
<td>Enterprise Resource Planning Systems Implementation</td>
<td>12</td>
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<tr>
<td>BCO6007</td>
<td>Business Analytics</td>
<td>12</td>
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<td>BCO6185</td>
<td>Executive and Mobile Computing</td>
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<td>BMO6624</td>
<td>Organisation Change Management</td>
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<tr>
<td>BMO6630</td>
<td>Business Research Methods</td>
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**Research Units**

**OPTION 1**

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<tr>
<td>BGP7730</td>
<td>Business Research Project</td>
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</table>

24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

OR

**OPTION 2**

<table>
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<td>BGP7712</td>
<td>Business Research Thesis</td>
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</table>

**Master of Business (Enterprise Resource Planning Systems)**

Course Code: BMER

Campus: City Flinders.
This course is for Continuing students only.

**About this course:** The course aims to: provide students with the knowledge, competencies and processes to ensure their employment within the field of Enterprise Resource Planning Systems (ERPs) upon graduation and/or enable progression to further study and research; develop and practice skills in written, oral and electronic communication and in the gathering, analysis and interpretation of data of all kinds relevant to ERPs; and develop problem solving skills which will enable graduates to demonstrate skills in the implementation and maintenance of ERPs as well as recognising the overall business context in which such systems are to be found.

**Course 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

**COURSE STRUCTURE**

To attain the award of Master of Business (Enterprise Resource Planning Systems), students must successfully complete the following:

- 72 credit points (equivalent to 6 units) core units
- 72 credit points (equivalent to 6 units) elective units (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

**Compulsory Units of Study**

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<tr>
<td>BCO5501</td>
<td>Business Process Engineering</td>
<td>12</td>
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<tr>
<td>BCO5651</td>
<td>Enterprise Resource Planning Systems Implementation</td>
<td>12</td>
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<tr>
<td>BMO5574</td>
<td>Supply Chain and Logistics Management</td>
<td>12</td>
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<tr>
<td>BMO6624</td>
<td>Organization Change Management</td>
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<tr>
<td>BIS7001</td>
<td>Enterprise Systems Strategy</td>
<td>12</td>
</tr>
</tbody>
</table>

plus

**Electives**

72 credit points (equivalent to 6 units) from any of the university postgraduate courses (unit offering is subject to availability)

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...
Master of Business (Enterprise Resource Planning Systems)

Course Code: BMOV
Campus: VU Sydney, City Flinders.

About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. The University has strong links with the ERP industry and offers one of the most comprehensive ERP curriculum in the world covering areas such as; Business Process Management, Supply Chain Management, Business Intelligence, Customer Relationship Management, Change Management, Programming, Implementation, Strategy Development, Configuration and Administration. Students team on the latest SAP solutions. These include SAP ERP modules and applications including business information warehouse, business objects, business intelligence, customer relationship management, advance planner and optimiser, solution manager and netweaver components.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective use of Enterprise Systems to support operations and management practice;
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and make recommendations/recommend actions in contemporary Enterprise Systems;
3. Critically apply cross-disciplinary knowledge with creativity in decision making supporting the selection, implementation and use of Enterprise Systems;
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business challenges;
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision-making and how Enterprise Systems and associated Information Systems can support this decision making;
6. Communicate effectively to specialist and non-specialist audiences including multidisciplinary teams, diverse cultural communities and business and other professional organisations;
7. Plan and execute a substantial research-based project or evidence-based capstone experience linked to an Enterprise Resource Planning System to generate and evaluate complex ideas and concepts at abstract and practical levels;
8. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.

Careers: The course is designed to appeal to a wide span of disciplines. The traditional IT/IS fields have evolved with the rapid deployment of ERP systems that now encompass all functions in large organisations. The course provides several opportunities for applicants;

- The technology Bachelor (Information Technology/Information Systems /CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analyst role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

The course will position graduates to access the world of work with employment roles;

- In global and domestic organisations in direct SAP related fields,
- In more widespread functional roles,
- Specialised bodies of knowledge in technical, process or application ERP areas,
- SAP Administration roles, and,
- SAP process roles including Financial, Logistics, Human Resources, and Supply Chain amongst others.

Course Duration: 2 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Business (Enterprise Resource Planning Systems), students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 24 credit points business core units
- 84 credit points professional core units
- 36 credit points research units

RESEARCH OPTION 1

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

RESEARCH OPTION 2

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

College Core Units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAO6714</td>
<td>Computerised Accounting in an ERP System</td>
<td>12</td>
</tr>
<tr>
<td>BCO6653</td>
<td>Management of Information Technology</td>
<td>12</td>
</tr>
<tr>
<td>BCO6656</td>
<td>Information Technology Project Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
</tr>
</tbody>
</table>
The Master of Finance is an academically focused and professionally relevant course for those with a finance related academic background. The course develops conceptual knowledge and technical skills in finance, with a global perspective on understanding the operation of financial markets. This is complemented with skills development focusing on critical thinking, problem solving, creativity and communication. The course assists students to become capable, responsible and ethical practitioners in the rapidly changing financial services industry.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective finance practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of finance problems and make recommendations relevant to authentic/contemporary business settings.
3. Critically apply cross disciplinary knowledge in decision making with creativity for evolving and emerging finance contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future business/finance/professional challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex financial problems and inform management decision making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical financial management practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

Careers: Financial Manager, Financial Analyst and Financial Investment Manager

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Finance, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:
- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either / or OPTION 1 12 credit points (equivalent to 1 unit) capstone unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any prerequisite requirements prior to enrolling. OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

Year 1, Semester 1
- BAO5534 Business Finance 12
- BAO5734 Financial Analysis 12
- BAO5746 Credit and Lending Management 12
- BMO6630 Business Research Methods 12

Year 1, Semester 2

Core Units
- BCO5501 Business Process Engineering 12
- BCO5651 Enterprise Resource Planning Systems Implementation 12
- BCO6007 Business Analytics 12
- BCO6185 Executive and Mobile Computing 12
- BCO6603 Enterprise Resource Planning Systems 12
- BCO6604 Customer Relationship Management 12
- BCO6672 The Information Systems Professional 12
- BMO6624 Organisation Change Management 12
- BMO6630 Business Research Methods 12

Research Units
- OPTION 1
  - BGP7730 Business Research Project 12

- OPTION 2
  - BGP7711 Business Research Proposal 12
  - BGP7712 Business Research Thesis 24

Master of Finance
Course Code: BMAFF
Campus: City Flinders.
This course is for Continuing students only.

About this course: The Master of Finance is an academically focused and professionally relevant course for those with a finance related academic background. The course develops conceptual knowledge and technical skills in finance, with a global perspective on understanding the operation of financial markets. This is complemented with skills development focusing on critical thinking, problem solving, creativity and communication. The course assists students to become capable, responsible and ethical practitioners in the rapidly changing financial services industry.
thinking in response to contemporary and future business/finance/professional challenges. 5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex financial problems and inform management decision making. 6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organizations. 7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly. 8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical financial management practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers:** Financial Manager, Financial Analyst and Financial Investment Manager

**Course Duration:** 2 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business (Finance), students will be required to complete 192 credit points (equivalent to 16 units) consisting of:

- 72 credit points (equivalent to 6 units) college core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either / or **OPTION 1**

- 12 credit points (equivalent to 1 unit) capstone unit; and,
- 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling.

**OPTION 2**

- 12 credit points (equivalent to 1 unit) research proposal unit; and,
- 24 credit points (equivalent to 2 units) minor thesis unit.

**Year 1, Semester 1**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BA06504</td>
<td>Accounting for Management</td>
<td>12</td>
</tr>
<tr>
<td>BE06600</td>
<td>Business Economics</td>
<td>12</td>
</tr>
<tr>
<td>BH06505</td>
<td>Marketing Management</td>
<td>12</td>
</tr>
</tbody>
</table>

**Master of Business (Finance)**

**Course Code:** BMFN

**Campus:** City Flinders.

This course is for Continuing students only.

**About this course:** The Master of Business (Finance) is an academically focused and professionally relevant course for those with or without a business background. The course develops conceptual knowledge and technical skills in finance, with a global perspective on understanding the operation of financial markets. This is complemented with skills development focusing on critical thinking, problem solving, creativity and communication. The course assists students to become capable, responsible and ethical practitioners in the rapidly changing financial services industry.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective finance practice. 2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of finance problems and make recommendations relevant to authentic/contemporary business settings. 3. Critically apply cross disciplinary knowledge in decision making with creativity for evolving and emerging finance contexts. 4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic
students are required to complete the first named degree in full in the first instance. For example when enrolled for the Master of Accounting/Master of Business Administration, all course requirements for the Master Accounting must be completed in full before undertaking units of study in the MBA degree.

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.

Careers:

Course Duration: 2 years

Admission Requirements International: 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

To attain the award of Master Of Accounting/Master Of Business (Finance), students must successfully complete the following:

- 156 credit points (equivalent to 13 units) core units
- 36 credit points (equivalent to 3 units) elective units. Students to select from the list below (unit offering is subject to availability). Please check any prerequisite requirements prior to enrolling.

CORE UNITS

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BAO5522</td>
<td>Managerial Accounting</td>
<td>12</td>
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<tr>
<td>BAO5524</td>
<td>Professional Auditing</td>
<td>12</td>
</tr>
<tr>
<td>BAO5525</td>
<td>Financial and Corporate Accounting</td>
<td>12</td>
</tr>
<tr>
<td>BAO5534</td>
<td>Business Finance</td>
<td>12</td>
</tr>
<tr>
<td>BAO5535</td>
<td>Issues in Contemporary Accounting</td>
<td>12</td>
</tr>
<tr>
<td>BAO5543</td>
<td>Accounting Systems and Processes</td>
<td>12</td>
</tr>
<tr>
<td>BAO5572</td>
<td>Treasury Risk Management</td>
<td>12</td>
</tr>
</tbody>
</table>
Globalisation demands professionals who understand the complexities of conducting business on a global scale. The Master of Business (International Business) is designed for students seeking the knowledge and skills to set up and manage global enterprises or those who would like to take their business career internationally. The Victoria University Master of Business (International Business) has a strong focus on China and the Asia-Pacific region with two units being delivered by academics and resident scholars in the Victoria Business Confucius Institute. Students will develop research, critical thinking, problem-solving, effective communication and cross-cultural competency in addition to developing sound knowledge in business principles with an international focus.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to the management of international business contexts;
2. Interpret theoretical propositions and related bodies of knowledge to resolve business problems and recommend actions relevant to international business settings;
3. Adapt cross-disciplinary knowledge in making creative decisions, with consideration to cross-cultural contexts, for new business opportunities;
4. Work effectively autonomously and in a team demonstrating accountability, collaboration and innovative strategic thinking as relevant to global business settings;
5. Communicate effectively to specialist and non-specialist audiences in a wide range of international business contexts;
6. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly; and
7. Plan and execute a substantial research based project or evidence-based capstone experience to analyse the international business environment and generate new recommendations or knowledge for business strategies.

Careers:

Course Duration: 2 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the awards, Master of Business (International Business), students will be required to complete 192 credit points consisting of:

- 72 credit points Business Core units
- 84 credit points Professional Core units
- 36 credit points Research Option 1 or Option 2

Master of Business (International Business)
Course Code: BAN1
Campus: City Flinders.
This course is for Continuing students only.

About this course: Globalisation demands professionals who understand the complexities of conducting business on a global scale. The Master of Business (International Business) is designed for students seeking the knowledge and skills to

<table>
<thead>
<tr>
<th>Subject Code</th>
<th>Subject Name</th>
<th>Points</th>
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<tbody>
<tr>
<td>BAO5573</td>
<td>International Financial Management</td>
<td>12</td>
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<tr>
<td>BAO5574</td>
<td>International Portfolio Management</td>
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<tr>
<td>BAO5748</td>
<td>Financial Services Communication</td>
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<tr>
<td>BEO5539</td>
<td>Business Statistics</td>
<td>12</td>
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<tr>
<td>BLO5540</td>
<td>Business and Company Law</td>
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</tr>
<tr>
<td>BLO5738</td>
<td>Financial Institutions Law</td>
<td>12</td>
</tr>
</tbody>
</table>

ELECTIVE UNITS

Subject to availability, students select 36 credit points (equivalent to 3 units) from the following:

- BAO5561 Reporting and Professional Practice
- BAO5528 Accounting for Public Sector Managers
- BAO5562 Corporate Governance and Accountability
- BAO5666 Treasury
- BAO5574 Strategic Management Accounting
- BAO5575 Financial Accounting
- BAO5576 Assurance Services and Auditing
- BAO5734 Financial Analysis
- BAO5735 Advanced Forecasting, Planning and Control
- BAO5743 Comparative International Accounting
- BAO5746 Credit and Lending Management
- BAO5748 Financial Services Communication
- BAO6615 Accounting Project
- BAO7742 Business Research Methods
- BEO5685 Financial Institutions Management
- BEO6600 Business Economics
- BLO5539 Australian Income Tax Law and Practice
- BM7003 Trade and Investment in Asia

72 credit points Business Core units
84 credit points Professional Core units
36 credit points Research Option 1 or Option 2
RESEARCH OPTION 1

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

RESEARCH OPTION 2

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

Business Core Units

<table>
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<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BAO6504</td>
<td>Accounting for Management</td>
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<tr>
<td>BEO5539</td>
<td>Business Statistics</td>
<td>12</td>
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<tr>
<td>BEO6600</td>
<td>Business Economics</td>
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<tr>
<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
<td>12</td>
</tr>
<tr>
<td>BMO6506</td>
<td>Work and Organisation Systems</td>
<td>12</td>
</tr>
<tr>
<td>BMO6630</td>
<td>Business Research Methods</td>
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</table>

Professional Core Units

<table>
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<th>Course Name</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BAO5573</td>
<td>International Financial Management</td>
<td>12</td>
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<tr>
<td>BEO5305</td>
<td>International Supply Chain Structure</td>
<td>12</td>
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<tr>
<td>BMJ7000</td>
<td>Business Practices in China</td>
<td>12</td>
</tr>
<tr>
<td>BMJ7003</td>
<td>Trade and Investment in Asia</td>
<td>12</td>
</tr>
<tr>
<td>BMO5572</td>
<td>Strategic Human Resource Management</td>
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<tr>
<td>BMO6511</td>
<td>Strategic Management and Business Policy</td>
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<tr>
<td>BTD7004</td>
<td>Green Growth Transformation of Destinations</td>
<td>12</td>
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</table>

Research Units

OPTION 1

<table>
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<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BGP7730</td>
<td>Business Research Project</td>
<td>12</td>
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OPTION 2

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BGP7711</td>
<td>Business Research Proposal</td>
<td>12</td>
</tr>
<tr>
<td>BGP7712</td>
<td>Business Research Thesis</td>
<td>24</td>
</tr>
</tbody>
</table>

24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

Master of International Business

Course Code: BMIB
Campus: City Flinders.
This course is for Continuing students only.

About this course: Globalisation demands professionals who understand the complexities of conducting business on a global scale. The Master of International Business is designed for students seeking the knowledge and skills to set up and manage global enterprises or those who would like to take their business career internationally. The Victoria University Master of International Business has a strong focus on China and the Asia-Pacific region with two units being delivered by academics and resident scholars in the Victoria Business Confucius Institute. Students will develop research, critical thinking, problem-solving, effective communication and cross-cultural competency in addition to developing sound knowledge in business principles with an international focus.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to the management of international business contexts;
2. Interpret theoretical propositions and related bodies of knowledge to resolve business problems and recommend actions relevant to international business settings;
3. Adapt cross-disciplinary knowledge in making creative decisions, with consideration to cross-cultural contexts, for new business opportunities;
4. Work effectively autonomously and in a team demonstrating accountability, collaboration and innovative strategic thinking as relevant to global business settings;
5. Communicate effectively to specialist and non-specialist audiences in a wide range of international business contexts;
6. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly; and,
7. Plan and execute a substantial research based project or evidence-based capstone experience to analyse the international business environment and generate new recommendations or knowledge for business strategies.

Careers:

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall
score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the award of Master of International Business, students will be required to complete 144 credit points consisting of:

- 24 credit points College Core units
- 84 credit points Professional Core units
- 36 credit points Research Option 1 or Option 2

**RESEARCH OPTION 1**

- 12 credit points business research project; and,
- 24 credit points elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any prerequisite requirements prior to enrolling.

**RESEARCH OPTION 2**

- 12 credit points business research proposal; and,
- 24 credit points business research thesis.

**College Core Units**

<table>
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<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BM05501</td>
<td>Business Ethics and Sustainability</td>
<td>12</td>
</tr>
<tr>
<td>BM06630</td>
<td>Business Research Methods</td>
<td>12</td>
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</table>

**Professional Core Units**

<table>
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<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BA05573</td>
<td>International Financial Management</td>
<td>12</td>
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<tr>
<td>BE05305</td>
<td>International Supply Chain Structure</td>
<td>12</td>
</tr>
<tr>
<td>BM7000</td>
<td>Business Practices in China</td>
<td>12</td>
</tr>
<tr>
<td>BM7003</td>
<td>Trade and Investment in Asia</td>
<td>12</td>
</tr>
<tr>
<td>BM05572</td>
<td>Strategic Human Resource Management</td>
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<tr>
<td>BMO6511</td>
<td>Strategic Management and Business Policy</td>
<td>12</td>
</tr>
<tr>
<td>BTD7004</td>
<td>Green Growth Transformation of Destinations</td>
<td>12</td>
</tr>
</tbody>
</table>

**Research Units**

**OPTION 1**

- BGP7711 Business Research Proposal 12
- BGP7712 Business Research Thesis 24

**Master of Business (Information Systems and Enterprise Resource Planning Systems)**

**Course Code:** BMIE  
**Campus:** City Flinders.  
This course is for Continuing students only.

About this course: This course is ideally suited for students who come from a non-IT background and wish to gain a basic understanding of IT issues before specialising in the ERP systems. It consists of sixteen units studied over four semesters (full-time). This course will combine units from two existing complementary courses, the Masters in Information Systems and the Masters in Enterprise Resource Planning Systems, to create a two-year combined Masters Degree in Information Systems and ERP.

Course Objectives: This combined program offers students the benefits of two complementary areas of study. In addition to providing an extended advanced program of study in both theory and practice of information systems within a business environment, students are also provided with the knowledge, competencies and processes within the filed of Enterprise Resource Planning Systems.

Careers: This course will equip students with the skills necessary to seek jobs in a wide range of employment areas in both ERP and IS, including the following:  
- Systems Analysts and programmers involved in the design and implementation of ERP systems.  
- Consultants specialising in the various functional areas of large business systems, such as Supply Chain, Accounting, Human Resources, Customer Relationship Management, Business Intelligence, Project Management.  
- Technical specialists in the areas of security, administration, configuration etc.

Course Duration: 2 years

Admission Requirements International: In addition to satisfying the entry requirements for Australian resident 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**

To attain the award of Master of Business (Information Systems and Enterprise Resource Planning Systems) students must successfully complete the following:

- 72 credit points (equivalent to 6 units) Enterprise Resource Planning core units
- 48 credit points (equivalent to 4 units) Information Systems core units
- 72 credit points (equivalent to 6 units) elective units. Students to select from any university postgraduate courses (unit offering is subject to availability). Please check any pre-requisite requirements prior to enrolling.

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.
About this course: The Master of Industrial Relations and Human Resource Management is a one and a half year degree that educates students in relation to a wide range of IR and HR issues. The course includes a number of core units such as HRM, Contemporary Employment systems, Law of Employment, Industrial Relations, Strategic HRM, Performance Management and Rewards and Managing Workplace conflict. It is an academically rigorous and professionally relevant business course recognised globally. There are a range of assessment tasks that focus on critical thinking, problem solving and creativity. It prepares students to be responsible and ethical citizens.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective IR/HR strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to IR/HR in contemporary business, industry and community settings.
3. Critically apply cross disciplinary knowledge to IR/HR-related decision making with creativity for emerging contexts.
4. Exhibit accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional IR/HR challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform IR/HR decision making.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical IR/HR practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

Careers: Specialist HR/IR knowledge that will prepare students to enter professions in government, HR and IR.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Industrial Relations and Human Resource Management, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:

- 24 credit points (equivalent to 2 units) core units:

- 84 credit points (equivalent to 7 units) professional core units

Plus either / or OPTION 1 12 credit points (equivalent to 1 unit) capstone unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units across the University (subject to availability). OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

Year 1, Semester 1

- BMO6630 Business Research Methods 12
- BMO5564 Human Resource Management 12
- BMO5544 Industrial Relations 12
- BL05513 Law of Employment 12

Year 1, Semester 2

- BMO5567 Managing Workplace Conflict 12
- BMO6624 Organisation Change Management 12
- BMO5572 Strategic Human Resource Management 12

Plus

OPTION 1

<table>
<thead>
<tr>
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<tr>
<td>BCO6656</td>
<td>Information Technology Project Management</td>
<td>12</td>
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<td>BCO6672</td>
<td>The Information Systems Professional</td>
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<td>BCO6603</td>
<td>Enterprise Resource Planning Systems</td>
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<td>BCO5501</td>
<td>Business Process Engineering</td>
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<td>BIS7001</td>
<td>Enterprise Systems Strategy</td>
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<td>BCO5651</td>
<td>Enterprise Resource Planning Systems Implementation</td>
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<td>BM05574</td>
<td>Supply Chain and Logistics Management</td>
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<td>BM06624</td>
<td>Organisation Change Management</td>
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<tr>
<td>BM06630</td>
<td>Business Research Methods</td>
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</table>
The Master of Business (IR/HR) is a two year degree that leads to a Graduate Diploma in Business, Industrial Relations or Human Resource Management. Specialist HR/IR knowledge that will prepare students to enter professions in government, HR and IR.

On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective IR/HR strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to IR/HR in contemporary business, industry and community settings.
3. Critically apply cross disciplinary knowledge to IR/HR-related decision making with creativity for emerging contexts.
4. Exhibit accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional IR/HR challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform IR/HR decision making.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical IR/HR practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers:** Specialist HR/IR knowledge that will prepare students to enter professions in government, HR and IR.

**Course Duration:** 2 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business (Industrial Relations/Human Resource Management), students will be required to complete 192 credit points (equivalent to 16 units) consisting of:

- 48 credit points (equivalent to 4 units) college core units
- 24 credit points (equivalent to 2 units) core units:
- 84 credit points (equivalent to 7 units) professional core units

Plus either / or OPTION 1 12 credit points (equivalent to 1 unit) capstone unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability).

OPTION 1 12 credit points (equivalent to 1 unit) elective unit. Students to select from any postgraduate units across the University (subject to availability).

**OPTION 2**

- BGP7711 Business Research Proposal 12
- BGP7730 Business Research Project 12
- BGP7712 Business Research Thesis 24
- Plus either / or OPTION 2 12 credit points (equivalent to 1 unit) capstone unit; and, 24 credit points (equivalent to 2 units) elective units.

**Master of Business (Industrial Relations/Human Resource Management)**

**Course Code:** BMIR

**Campus:** City Flinders

**About this course:** The Master of Business (IR/HR) is a two year degree that educates students in relation to a wide range of IR and HR issues. The course includes a number of subjects that are core units such as HRM, Contemporary Employment systems, Law of Employment, Industrial Relations, Strategic HRM, Performance Management and Rewards and Managing Workplace conflict. It is an academically rigorous and professionally relevant business course recognised globally. There are a range of assessment tasks that focus on critical thinking, problem solving and creativity. It prepares students to be responsible and ethical citizens.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective IR/HR strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to IR/HR in contemporary business, industry and community settings.
3. Critically apply cross disciplinary knowledge to IR/HR-related decision making with creativity for emerging contexts.
4. Exhibit accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional IR/HR challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform IR/HR decision making.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical IR/HR practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers:** Specialist HR/IR knowledge that will prepare students to enter professions in government, HR and IR.

**Course Duration:** 2 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business (Industrial Relations/Human Resource Management), students will be required to complete 192 credit points (equivalent to 16 units) consisting of:

- 48 credit points (equivalent to 4 units) college core units
- 24 credit points (equivalent to 2 units) core units:
- 84 credit points (equivalent to 7 units) professional core units

Plus either / or OPTION 1 12 credit points (equivalent to 1 unit) capstone unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

**Year 1**

- BM06506 Work and Organisation Systems 12
- BE05539 Business Statistics 12
- BE06600 Business Economics 12
- BMO6511 Strategic Management and Business Policy 12
- BM05501 Business Ethics and Sustainability 12
- BM05564 Human Resource Management 12
- BM05544 Industrial Relations 12
- BLO5513 Law of Employment 12

**Year 2**

- BM05545 Business Economics 12
- BM05564 Human Resource Management 12
- BM05544 Industrial Relations 12
BMO6624  Organisation Change Management  12
BMO5572  Strategic Human Resource Management  12
BMO5567  Managing Workplace Conflict  12
BMO6630  Business Research Methods  12
BMO6625  Performance Management and Rewards  12

Plus

OPTION 1

BGP7730  Business Research Project  12

24 credit points (equivalent to 2 units) elective units. Students to select from any
postgraduate units from across the University (subject to availability).

or

OPTION 2

BGP7711  Business Research Proposal  12
BGP7712  Business Research Thesis  24

Master of Business (Finance)/Master of Business Administration
Course Code: BMIX
Campus: City Flinders.
This course is for Continuing students only.

About this course: When enrolling in this program, students are required to enrol for
and successfully complete all prescribed units of study. No credit on the basis of
previous studies or equivalent will be given. In double masters including the MBA,
students are required to complete the first named degree in full in the first instance.
For example when enrolled for the Master of Business (Finance)/Master of Business
Administration, all course requirements for the Master of Business (Finance) must be
completed in full before undertaking units of study in the MBA degree.

Course Objectives: Objectives of the program include:

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

Careers: Graduates of the Master of Business (Finance)/Master of Business
Administration course expect to find employment and enhance their existing career
aspirations in a wide range of financial managerial occupations in professional service
firms, the public service and community sector.

Course Duration: 2 years

COURSE STRUCTURE

To attain the award of Master of Business (Finance)/Master of Business
Administration, students must successfully complete the following:

- 168 credit points (equivalent to 14 units) core units
- 24 credit points (equivalent to 2 units) elective units. Students to select
  from any university postgraduate courses (unit offering is subject to
  availability). Please check any pre-requisite requirements prior to
  enrolling.

CORE UNITS

BA05534  Business Finance  12
BA05572  Treasury Risk Management  12
BA05573  International Financial Management  12
BA05734  Financial Analysis  12
BA05747  International Portfolio Management  12
BEO6600  Business Economics  12
BEO5539  Business Statistics  12
BHO6505  Marketing Management  12
BM7003  Trade and Investment in Asia  12
BM05501  Business Ethics and Sustainability  12
BM05572  Strategic Human Resource Management  12
BM06506  Work and Organisation Systems  12
BM06511  Strategic Management and Business Policy  12
BM06622  Managing Innovation and Entrepreneurship  12

ELECTIVE UNITS

24 credit points (equivalent to 2 units) elective units. Students to select from any
university postgraduate courses (unit offering is subject to availability). Please check
any prerequisite requirements prior to enrolling.

Master of Marketing
Course Code: BMKM
Campus: City Flinders.

About this course: Studying the Master of Marketing offers graduates a critical
overview of marketing theory and marketing science. Students also develop skills to
practically apply such knowledge in a business setting as capable, responsible and market ready marketing professionals with a global outlook. Graduates will be provided with the advanced knowledge, competencies and processes necessary to implement and evaluate marketing strategies and initiatives that can be applied to profit and non-profit businesses.

**Course Objectives:** On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches by evaluating their application to effective marketing practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of marketing problems and recommend marketing actions realigned for contemporary and emerging business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for dynamic and new contexts.
4. Evidence accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future marketing challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex marketing problems and inform management decision making.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities, business and other professional organisations.
7. Exemplify professional leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner.
8. Plan and execute a substantial research based project to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers:** Skills developed in this course will equip you for senior roles in marketing and management.

**Course Duration:** 1.5 years

**Admission Requirements:**
Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on an approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**
To attain the award of Master of Marketing, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:

- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either/or

**OPTION 1**
- 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

**Year 1, Semester 1**
- BM5501 Business Ethics and Sustainability 12
- BM6630 Business Research Methods 12
- BH06001 Digital Marketing 12
- BH05503 Marketing Communication 12

**Year 1, Semester 2**
- BC06604 Customer Relationship Management 12
- BH05525 Marketing Strategy 12
- BH05574 Consumer Behaviour 12

**OPTION 1**
- BGP7730 Business Research Project 12

or

**OPTION 2**
- BGP7711 Business Research Proposal 12

**Year 2, Semester 1**
- BM5504 Brand and Product Management 12
- ADM5004 Analysing the Web and Social Networks 12

**OPTION 1**
- 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability).

or

**OPTION 2**
- BGP7712 Business Research Thesis 24

**Master of Business (Management)**

**Course Code:** BMMA

**Campus:** City Flinders.

**About this course:** The Master of Business (Management) is designed to develop professional skills across a range of areas of management including employee learning, organisational development and change; innovation; leadership, managing employees, and stakeholder management. This Masters course combines industry-relevant learning with academic rigour to focus on high-level knowledge, skills and
capabilities intrinsic to contemporary management practice. In particular, applicants will strengthen their critical analytical and decision making skills, sharpen their leadership and strategic thinking, research and negotiation skills, values and ethical behaviour through case studies and work-related activities. With hands-on experience, they will be prepared to respond to the challenges of today's global workplaces such as leading change courses, creating and leading project teams, and supporting staff to achieve their best.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for new management contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional management challenges.
5. Work as a reflective management practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience to generate and evaluate complex ideas and concepts at abstract and practical levels to enhance the sustainability, viability and effectiveness of management practices.

Careers: Graduates of the Master of Business (Management) will gain the knowledge and capabilities to support management roles in the global and local business context. The course offers graduates the opportunity to specialise in management areas such as learning and development or human resource development; change management or organisation development, or in leadership roles in innovation and business sustainability.

Course Duration: 2 years

Admission Requirements: Successful completion of a non-cognate (any discipline) Bachelor/Honours Degree and a Graduate Certificate in a cognate (similar discipline) field. Successful completion of a non-cognate (any discipline) Bachelor/Honours Degree and four years full-time work experience post-graduation including at least 2 of the 4 years full-time work experience gained while working in a dedicated supervisory/management role as approved by the College.

Admission Requirements International: In addition to satisfying the Bachelor/Honours Degree or Mature Age admission requirements, International Students must provide evidence of proficiency in the English language as demonstrated by International English Language Testing System or its equivalent - overall score of 6.5 and no individual band score less than 6.

COURSE STRUCTURE
To attain the Master of Business (Management), students will be required to complete 192 credit points (equivalent to 16 units) consisting of:

- 72 credit points (equivalent to 6 units) core units
- 84 credit points (equivalent to 7 units) professional core units.

Plus either OPTION 1 12 credit points (equivalent to 1 unit) capstone research project unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling. OR

OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit and, 24 credit points (equivalent to 2 units) minor thesis unit. Students may exit this course with Graduate Diploma of Business (Management) if they meet graduation requirements of the course.

Core Units

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<tr>
<td>BEO5539</td>
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<td>BEO6600</td>
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<td>BM06506</td>
<td>Work and Organisation Systems</td>
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<td>BM05501</td>
<td>Business Ethics and Sustainability</td>
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<td>Business Research Methods</td>
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Professional Core Units

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<td>Managing Workplace Conflict</td>
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<td>BM05572</td>
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<td>BM04050</td>
<td>Art and Practice of Leadership</td>
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<td>BM04508</td>
<td>Operations Management</td>
<td>12</td>
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<tr>
<td>BM06511</td>
<td>Strategic Management and Business Policy</td>
<td>12</td>
</tr>
<tr>
<td>BM06622</td>
<td>Managing Innovation and Entrepreneurship</td>
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<td>BM06624</td>
<td>Organisation Change Management</td>
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Research Studies Options

Research Option 1

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<td>BGF7730</td>
<td>Business Research Project</td>
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</table>

24 credit points elective units. Students to select from any postgraduate units from within the University (subject to availability).

Research Option 2

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<td>Business Research Proposal</td>
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<tr>
<td>BGF7712</td>
<td>Business Research Thesis</td>
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Master of Business (Marketing)

Course Code: BMNK
Campus: City Flinders.
**About this course:** Studying the Master of Business (Marketing) offers graduates a critical overview of marketing theory and marketing science, while also learning the skills to practically apply such knowledge in a business setting. Graduates will be provided with the knowledge, competencies and processes necessary to implement and evaluate marketing strategies and initiatives that can be applied to profit and non-profit businesses operating in local and global contexts.

**Course Objectives:** On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches by evaluating their application to effective marketing practice.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of marketing problems and recommend marketing actions realigned for contemporary and emerging business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for dynamic and new contexts.
4. Evidence accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future marketing challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex marketing problems and inform management decision making.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities, business and other professional organisations.
7. Exemplify professional leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner.
8. Plan and execute a substantial research-based project to generate and evaluate complex ideas and concepts at abstract and practical levels.

**Careers:** Skills developed in this course will equip you for senior roles in marketing and management.

**Course Duration:** 2 years

**Admission Requirements:**
- Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

**Admission Requirements International:**
- Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Master of Business (Marketing), students will be required to complete 192 credit points (equivalent to 16 units) consisting of:

- 48 credit points (equivalent to 4 units) college core units
- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either:
- OPTION 1 12 credit points (equivalent to 1 unit) capstone research project unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling. OR
- OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

**Year 1, Semester 1**
- BE05539 Business Statistics 12
- BE06600 Business Economics 12
- BHO6505 Marketing Management 12
- BMO6506 Work and Organisation Systems 12

**Year 1, Semester 2**
- BMO5501 Business Ethics and Sustainability 12
- BMO6630 Business Research Methods 12
- BHO6001 Digital Marketing 12
- BHO5503 Marketing Communication 12

**Year 2, Semester 1**
- BCO6604 Customer Relationship Management 12
- BHO5525 Marketing Strategy 12
- BHO5574 Consumer Behaviour 12

**Research Component Option 1**
- BGP7730 Business Research Project 12

**OR**
- **Research Component Option 2**
- BGP7711 Business Research Proposal 12

**Year 2, Semester 2**
- BHO5504 Brand and Product Management 12
- ADM5004 Analysing the Web and Social Networks 12

**Research Component Option 1**
- Elective 1 from any of the university postgraduate courses (unit offering is subject to availability)

**OR**
- Elective 2 from any of the university postgraduate courses (unit offering is subject to availability)

**Research Component Option 2**
- BGP7712 Business Research Thesis 24

Students will not normally be permitted to commence the minor thesis component of
the course until they have satisfied requirements in at least four specialist units of study and two research units (BMO6630 and BHO5583 or equivalent units)

Master of Management

Course Code: BMMW

Campus: City Flinders.

About this course: The Master of Management is designed to develop professional skills across a range of areas of management including employee learning, organisational development and change; innovation; leadership, managing employees, and stakeholder management. This Masters course combines industry-relevant learning with academic rigour to focus on high-level knowledge, skills and capabilities intrinsic to contemporary management practice. In particular, applicants will strengthen their critical analytical and decision making skills, sharpen their leadership and strategic thinking, research and negotiation skills, values and ethical behaviour through case studies and work-related activities. With hands-on experience, they will be prepared to respond to the challenges of today's global workplaces such as leading change causes, creating and leading project teams, and supporting staff to achieve their best.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for new management contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional management challenges.
5. Work as a reflective management practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.
7. Demonstrate initiative and inspirational leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience to generate and evaluate complex ideas and concepts at abstract and practical levels to enhance the sustainability, viability and effectiveness of management practices.

Careers: Graduates of the Master of Management will gain the knowledge and capabilities to support management roles in the global and local business context. The course offers graduates the opportunity to build upon their undergraduate qualification in specialist areas such as human resource development, change management, or innovation and business sustainability.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Management, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:
- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units

Plus either/or OPTION 1 12 credit points (equivalent to 1 unit) capstone research project unit; and, 24 credit points (equivalent to 2 units) elective units. Students should select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling. OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

BM05501 Business Ethics and Sustainability 12
BM06630 Business Research Methods 12
BM05567 Managing Workplace Conflict 12
BM05572 Strategic Workplace Management 12
BM06505 Art and Practice of Leadership 12
BM06508 Operations Management 12
BM06511 Strategic Management and Business Policy 12
BM06622 Managing Innovation and Entrepreneurship 12
BM06624 Organisation Change Management 12

Research Option 1
BGP7730 Business Research Project 12

24 credit points elective units. Students should select postgraduate units from any College of Business Masters course (subject to availability).

Research Option 2
BGP7711 Business Research Proposal 12
BGP7712 Business Research Thesis 24

Master of Business (Management)

Course Code: BMMT

Campus: City Flinders.

This course is for Continuing students only.

About this course: The Master of Business (Management) BMMT 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 the course will be equipped to understand the practice of management in general, to lead and manage organisation learning and development change programs, to understand the business sustainability and corporate responsibility agenda, to set the conditions for innovative practice, to lead and manage projects, to think and act strategically, to implement teams, and to counsel, develop and nurture employees.

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 the course will be equipped to understand the practice of management in general, to lead and manage organisation learning and development change programs, to understand the business sustainability and corporate responsibility agenda, to set the conditions for innovative practice, to lead and manage projects, to think and act strategically, to implement teams, and to counsel, develop and nurture employees.

Careers: Depending on the study area selected, the course offers graduates opportunities to change their career orientation into, for example, learning and development or human resource development; change management and organisation development; innovation and entrepreneurship, and business sustainability, general management, and organisation analysis.

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

To attain the award of Master of Business (Management), students must successfully complete the following: 48 credit points (equivalent to 4 units) core units; 48 credit points (equivalent to 4 units) Industry focused study area units (see list below) plus 48 credit points (equivalent to 4 units) OPTION 1 units or 48 credit points (equivalent to 4 units) OPTION 2 units or 48 credit points (equivalent to 4 units) OPTION 3 units. Industry focused study areas

- Learning and Development
- Leadership and Innovation
- Governance and Sustainability

CORE UNITS

BMO6506 Work and Organisation Systems 12
BMO6511 Strategic Management and Business Policy 12
BMO6524 Organisation Change Management 12
BMO6532 International Management 12

INDUSTRY FOCUSED STUDY AREA

48 credit points (equivalent to 4 units) choose one of three Industry focused study areas (see end of course structure for complete list of units)

Plus

OPTION 1

48 credit points (equivalent to 4 units) elective units.

Students will be able to select units from other Masters courses in the College (or University) as alternate study area units or as part of their elective options (unit offering is subject to availability).

Please check any pre-requisite requirements prior to enrolling.

Or

OPTION 2

BMO6630 Business Research Methods 12
BMO6508 Operations Management 12
BMO5507 Workplace Project 24

Or

OPTION 3

BMO6630 Business Research Methods 12
BMO7700 Thesis (Fulltime) 36

* * * Students may undertake BMO7701 Thesis (Part Time) if they are enrolled on a part-time basis.

INDUSTRY FOCUSED STUDY AREA OPTIONS

1 - Learning and Development

Objective

Students undertaking this study area will acquire in-depth conceptual understanding and practical skills in relation to developing a talented workforce in a global context; employee development and its link with change in organisations; managing knowledge and learning in organisation contexts; and consulting and counselling.

BMO5502 The Global Workforce 12
BMO5547 Employee Development and Change 12
BMO5650 Managing Organisation Knowledge 12
BMO5533 Organisation Consulting and Counselling 12
2 - Leadership and Innovation

Objective

This study area will have two levels in the approach to teaching by considering the theoretical models and frameworks to develop analytical competences combined with professional and personal effectiveness skill development. The more theoretical aspects of leadership and innovation will be a focus and supported with the more on the practical aspects of innovation through various skills based learning.

- BM06050 Art and Practice of Leadership 12
- BM05533 Organization Consulting and Counselling 12
- BM06622 Managing Innovation and Entrepreneurship 12
- BBBBB7001 Study Tour 12

3 - Governance and Sustainability

Objective

Students undertaking this specialisation will understand the issues associated with the sustainability and corporate responsibility agenda in contemporary business organisations. They will be introduced to the dimensions of governance and sustainability at the socio-cultural, organisational and individual levels. They will understand the dimensions of the debate about business and sustainability and be able to form a perspective on the issues. The specialisation will expose students to a range of management practices that are consistent with current best practice.

- BM05501 Business Ethics and Sustainability 12
- BM05506 Relationship Management 12
- BM05567 Managing Workplace Conflict 12
- BM06050 Art and Practice of Leadership 12

Master of Business (Enterprise Resource Planning Systems)/Master of Business Administration

Course Code: BMOOX
Campus: City Flinders.

This course is for Continuing students only.

About this course: When enrolling in this program, students are required to enrol for and successfully complete all prescribed units of study. No credit on the basis of previous studies or equivalent will be given. In double masters including the MBA, students are required to complete the first named degree in full in the first instance. For example when enrolled for the Master of Accounting/Master of Business Administration, all course requirements for the Master Accounting must be completed in full before undertaking units of study in the MBA degree. Objectives of the program include:

- Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional enterprise resource planning expertise.
- Provision of units of study that cover a broad range of topics within the business, management and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, and strategic planning.
- Development of generic skills commonly applied in practice and valued by employers throughout the Enterprise Resource Planning Systems industry including analytic, appreciative, personal and interpersonal skills.

Course 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.

Careers:

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

To attain the award of Master of Business (Enterprise Resource Planning Systems)/Master of Business Administration students will be required to complete 192 credit points (equivalent to 16 units) in total consisting of:

- 168 credit points (equivalent to 14 units) core units
- 24 credit points (equivalent to 2 units) elective units

Core Units

- BCO5501 Business Process Engineering 12
- BCO5651 Enterprise Resource Planning Systems Implementation 12
- BCO6603 Enterprise Resource Planning Systems 12
About this course: The Master of Business Administration is an academically rigorous and professionally relevant business course recognised globally. The course develops conceptual knowledge incorporating recent developments in sustainability and global trends in business. This is complemented with skill development focusing on critically reflecting upon theoretical approaches and analysing their application to contemporary business practice.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making with creativity for new contexts.
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future professional management challenges.
5. Work as a reflective practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform management decision making.
6. Communicate effectively to specialist and non-specialist audiences including multidisciplinary teams, diverse cultural communities and business and other professional organisations.
7. Exemplify initiative and leadership in a dynamic 21st century work environment, acting consistently, ethically and socially responsibly.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to contemporary sustainable, socially responsible and ethical management practices to generate and evaluate complex ideas and concepts at abstract and practical levels.

Careers: Middle to senior management roles in a variety of industries.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

Admission Requirements Other: Applicants are required to submit a curriculum vitae (CV).

COURSE STRUCTURE

To attain the Master of Business Administration, students will be required to complete 144 credit points consisting of:

- 108 credit points core units
- 36 credit points research units (Option 1, 2 or 3)

OPTION 1 - Coursework

- 12 credit points capstone unit; and,
- 24 credit points elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any prerequisite requirements prior to enrolling.

OPTION 2 - Thesis

- 12 credit points research proposal unit; and,
- 24 credit points minor thesis unit

OPTION 3 - VU Online Available only to VU Online Students

- 12 credit points capstone unit; and,
- 24 credit points BMO7000 and BMO6625
Core Units

BA05734 Financial Analysis 12
BH06505 Marketing Management 12
BM05501 Business Ethics and Sustainability 12
BM05572 Strategic Human Resource Management 12
BM06050 Art and Practice of Leadership 12
BM06511 Strategic Management and Business Policy 12
BM06622 Managing Innovation and Entrepreneurship 12
BM06624 Organisation Change Management 12
BM06630 Business Research Methods 12

Research Units

OPTION 1
BGP7730 Business Research Project 12

24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

OR

OPTION 2
BGP7711 Business Research Proposal 12
BGP7712 Business Research Thesis 24

OR

OPTION 3
BGP7730 Business Research Project 12
BM06625 Performance Management and Rewards 12
BM07000 Advanced Organisational Behaviour 12

Elective Options
BBB7000 Internship 12
BBB7001 Study Tour 12

Course Objectives: The Master of Business (Supply Chain Management) is aimed at both recent graduates, for extending their knowledge in this specialist field, and those who have been working in the industry who now wish to support their experience with the relevant academic qualification. The specific objectives of the course are to:

- explore the ways in which networks of interconnected businesses collaborate to make, and deliver, products and services for global markets.
- develop an understanding of the full range of activities that constitute the supply chain management discipline - from global procurement and operations management, to logistics strategies, project management and ERP systems.
- emphasise the critical elements of successful supply chain management, involving the management of relationships, information and material flow, across organisational borders, for delivering high quality customer service and economic value;
- expand students' knowledge and awareness of supply chain and logistical theory relevant to their workplace and career aspirations;
- nurture the skills, knowledge and expertise required for senior management roles in this fast-changing industry;
- further develop the theory base and applied knowledge of professional practice;
- promote the creation of working networks where student can learn and benefit from the valuable experiences of their fellow students.

Careers: Supply chain management is one of the largest industries in Australia and a masters degree can greatly enhance career opportunities across a wide range of roles, such as: supply chain managers, logistics professionals, global procurement specialists, sourcing/distribution managers, enterprise resource planning developers, project leaders, transport coordinators, warehouse supervisors, import/export and customs managers.

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

To attain the award of Master of Business (Supply Chain Management), students must successfully complete the following 144 credit points (equivalent to 8 units):

- 96 credit points (equivalent to 8 units) core units
- 48 credit points (equivalent to 4 units) elective units. Students to select from any postgraduate unit from across the University (unit offering is

About this course: The course aims to develop students' knowledge of the field of logistics and supply chain management. Particular focus is based upon the skills and techniques required for employment, in the logistics and supply chain sectors, in senior management roles.
Completion of an Australian Bachelor degree (or equivalent) in Supply Chain Management is one of the largest industries in Australia and a full range of activities that constitute the supply chain management discipline - from global procurement and operations management, to logistics strategies, project management and ERP systems; 8. Plan and execute a substantial research-based project or evidence-based capstone experience linked to Supply chain Management to generate and evaluate complex ideas and concepts at abstract and practical level.

Careers: Supply chain management is one of the largest industries in Australia and a masters degree can greatly enhance career opportunities across a wide range of roles, such as: supply chain managers, logistics professionals, global procurement specialists, sourcing/distribution managers, enterprise resource planning developers, project leaders, transport coordinators, warehouse supervisors, import/export and customs managers.

Course Duration: 2 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Diploma based on approved work experience. Upon completion of the Graduate Diploma, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in any discipline OR Completion of an Australian Graduate Diploma (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

COURSE STRUCTURE

To graduate from the Master of Business (Supply Chain Management), students will be required to complete 192 credit points consisting of:

- 48 credit points college core units
- 108 credit points core units
- 36 credit points research units (Option 1 or 2)

OPTION 1 - Coursework: 12 credit points capstone unit; and, 24 credit points elective units. Students to select from any postgraduate units from across the University (subject to availability). OPTION 2 - Thesis: 12 credit points research proposal unit; and, 24 credit points minor thesis unit. Students may exit this course with the Graduate Diploma of Business (Supply Chain Management) if they meet graduation requirements of the course.

Year 1, Semester 1

Analyse critically, reflect on and synthesise complex information related to supply chain problems, concepts and theories; 3. Research and apply established supply chain theories to emerging situations and challenges in contemporary supply change situations; 4. Critically apply knowledge and skills that demonstrate autonomy, expert judgement, problem-solving, adaptability and responsibility as a supply chain practitioner or learner; 5. Interpret, based on analysis, the ways in which networks of interconnected businesses collaborate to make, and deliver, products and services for global markets; 6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business, and other professional organisations; 7. Critically evaluate the full range of activities that constitute the supply chain management discipline - from global procurement and operations management, to logistics strategies, project management and ERP systems; 8. Plan and execute a substantial research-based project or evidence-based capstone experience linked to Supply Chain Management to generate and evaluate complex ideas and concepts at abstract and practical levels.

Course Objectives: On successful completion of this course, students will be able to:
1. Exemplify initiative and inspirational leadership in a dynamic 21st century Supply Chain work environment, acting consistently, ethically and socially responsibly; 2. 

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College Core Units

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<td>BEO5540</td>
<td>Business and Company Law</td>
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<td>BMO6506</td>
<td>Work and Organisation Systems</td>
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Core Units

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<td>BCO6007</td>
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<td>BCO6603</td>
<td>Enterprise Resource Planning Systems</td>
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<td>BEO5305</td>
<td>International Supply Chain Structure</td>
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<td>BEO5307</td>
<td>Global Procurement</td>
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<td>BMO5574</td>
<td>Supply Chain and Logistics Management</td>
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<td>BMO5579</td>
<td>Green Logistics</td>
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<td>BMO6508</td>
<td>Operations Management</td>
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<td>BMO6630</td>
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Research Units

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<td>BGP7730</td>
<td>Business Research Project</td>
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24 credit points Elective units. Students to select units from any College of Business Post Graduate Course (subject to availability). Please check any pre-requisite requirements prior to enrolling.

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<td>BGP7711</td>
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<tr>
<td>BGP7712</td>
<td>Business Research Thesis</td>
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</table>

Master of Supply Chain Management

Course Code: BNSP
Campus: City, Hindmarsh.

About this course: The course develops students' knowledge of the field of logistics and supply chain management. Particular focus is based upon the skills and techniques required for employment, in the logistics and supply chain sectors, in senior management roles.

Course Objectives: On successful completion of this course, students will be able to:
1. Exemplify initiative and inspirational leadership in a dynamic 21st century Supply Chain work environment, acting consistently, ethically and socially responsibly.
2. Analyse critically, reflect on and synthesise complex information related to supply chain problems, concepts and theories.
3. Research and apply established supply chain theories to emerging situations and challenges in contemporary supply chain situations.
4. Critically apply knowledge and skills that demonstrate autonomy, expert judgement, problem-solving, adaptability and responsibility as a supply chain practitioner or learner.
5. Interpret, based on analysis, the ways in which networks of interconnected businesses collaborate to make, and deliver, products and services for global markets.
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business, and other professional organisations.
7. Critically evaluate the full range of activities that constitute the supply chain management discipline - from global procurement and operations management, to logistics strategies, project management and ERP systems.
8. Plan and execute a substantial research based project or evidence-based capstone experience linked to Supply Chain Management to generate and evaluate complex ideas and concepts at abstract and practical level.

Careers: Supply chain management is one of the largest industries in Australia and a masters degree can greatly enhance career opportunities across a wide range of roles, such as: supply chain managers, logistics professionals, global procurement specialists, sourcing/distribution managers, enterprise resource planning developers, project leaders, transport coordinators, warehouse supervisors, import/export and customs managers.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Master of Supply Chain Management, students must successfully complete 144 credit points consisting of:

- 108 credit points core units
- 36 credit points research units (Option 1 or 2)

OPTION 1 - Coursework 12 credit points capstone unit; and, 24 credit points elective units. Students to select from any postgraduate units from across the University (subject to availability). OPTION 2 - Thesis 12 credit points research proposal unit; and, 24 credit points minor thesis unit.

Core Units

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<td>BCO6007</td>
<td>Business Analytics</td>
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The Master of Tourism and Destination Management will equip students for managerial, policy development and planning roles within the rapidly growing tourism and events industries. The course incorporates tourism and management studies with a focus on addressing contemporary issues and challenges faced by destinations internationally. Embedded within an established suite of business programs, including Victoria University’s internationally awarded MBA, the Master of Tourism and Destination Management prepares graduates to professionally engage with contemporary and emerging industry issues and developments in the visitor economy. In particular, the course builds on the theme of ‘Green Growth’ and sustainability as a central paradigm. The course is developed and conducted with the close involvement of industry leaders, both local and international, and students will have the opportunity to gain a close insight into industry operations, develop professional networks and apply knowledge within the tourism and events sectors.

Course Objectives: On successful completion of this course, students will be able to:
1. Critically reflect upon theoretical approaches by evaluating their application to effective tourism and destination management practice;
2. Justify and apply interdisciplinary knowledge in decision making with creativity for dynamic global environments using contemporary and integrated theoretical and operational knowledge of tourism and destination management;
3. Deliberate the economic, legal and political context within which destinations operate, advocating creative planning and policy development process, innovative sustainable practices and risk minimising strategies in contemporary settings;
4. Collaborate within teams to provide creative solutions for industry, government and community stakeholders, integrating complex knowledge and ideas effectively to achieve shared goals;
5. Resolve complex professional and industry problems and inform management decision making by applying cognitive, creative and reflective skills to collect, analyse and synthesise data and information to generate, implement and evaluate solutions;
6. Communicate effectively with specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities, business and other related stakeholders;
7. Exemplify professional standards and leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner;
8. Plan and execute an evidence-based capstone experience or a substantial research-based project linked to contemporary sustainable practices.

CAREERS: The Master of Tourism and Destination Management will equip students for roles as:
- Planning and policy development officers in government departments at National, State and local and regional levels;
- Research and planning officers with research and consulting firms;
- Tourism planning agencies;
- Tourism education through private providers and TAFE;
- Policy officers with professional and industry associations;
- Tourism promotion agencies such as ‘Destination Melbourne’
- Managers of attractions;
- Marketing and communication roles (events);
- Planners within the travel sector (airlines and other major transport providers);
- Self-employment through tourism management businesses.

Course Duration: 1.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline OR Applicants without an undergraduate qualification may be admitted to the Graduate Certificate (in the same discipline) based on approved work experience. Upon completion of the Graduate Certificate, graduates will be eligible for admission to this course with credit granted for completed units.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Completion of an Australian Graduate Certificate (or equivalent) in a similar discipline PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE
To attain the Master of Tourism and Destination Management, students will be required to complete 144 credit points (equivalent to 12 units) consisting of:
- 24 credit points (equivalent to 2 units) core units
- 84 credit points (equivalent to 7 units) professional core units
Plus either / or OPTION 1 12 credit points (equivalent to 1 unit) capstone research project unit; and, 24 credit points (equivalent to 2 units) elective units. Students to select from any postgraduate units from across the University (subject to availability). Please check any pre-requisite requirements prior to enrolling. OPTION 2 12 credit points (equivalent to 1 unit) research proposal unit; and, 24 credit points (equivalent to 2 units) minor thesis unit.

Year 1, Semester 1

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<td>BTD6001</td>
<td>Tourism and Events: Core Concepts and Theory</td>
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<td>BTD6002</td>
<td>Cross-cultural Dimensions of Destination Management</td>
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<td>BMO6650</td>
<td>Art and Practice of Leadership</td>
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<td>BMO6630</td>
<td>Business Research Methods</td>
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Year 1, Semester 2

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<tr>
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<th>Course Title</th>
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<tr>
<td>BMO5501</td>
<td>Business Ethics and Sustainability</td>
<td>12</td>
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<tr>
<td>BTD7001</td>
<td>International Tourism Management</td>
<td>12</td>
</tr>
<tr>
<td>BTD7002</td>
<td>Emerging Trends in Tourism and Destination Management</td>
<td>12</td>
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</tbody>
</table>

OPTION 1

12 credit points (equivalent 1 unit) elective unit

OR

OPTION 2

BGP7711 Business Research Proposal 12

Year 2, Semester 1

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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tr>
<td>BCO6008</td>
<td>Predictive Analytics</td>
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<tr>
<td>BTD7004</td>
<td>Green Growth Transformation of Destinations</td>
<td>12</td>
</tr>
</tbody>
</table>

OPTION 1

BGP7730 Business Research Project 12

plus, 12 credit points (equivalent 1 unit) elective unit

OR

OPTION 2

BGP7712 Business Research Thesis 24

Graduate Certificate in Accounting

Course Code: BTAC
Campus: City Flinders.

This course is for Continuing students only.

About this course: With the internationalisation of accounting and the continual developments in accounting software and other applications the accounting profession is meeting the challenges of today’s business world. For people working or intending to work in the accounting field this program can be used to provide a pathway into further accounting studies or as a stand-alone course which provides a basic understanding of financial and management accounting along with an economics and business law background.

Course Objectives: On successful completion of this course, students will be able to:
1. Review theoretical approaches and analyse their application to achieve effective accounting practice.
2. Critically apply cross disciplinary knowledge in decision making.
3. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges.
4. Evaluate the effectiveness of Accounting in the support of complex management decision making.
5. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.
6. Communicate skilfully to a variety of audiences and collaborate as an effective member or leader of a diverse team while utilizing Accounting tools and practices.

Careers: As discussed above the graduate certificate program provides an entry pathway to a qualification in Accounting for those with extensive work experience but no bachelor’s degree. Upon successful completion of the program you will have made the first step on the way to a successful accounting career. It is recommended that you then enrol in the Graduate Diploma of Professional Accounting or the Master of Accounting and continue to progress your accounting career. Units completed in this graduate certificate are transferable towards the Master of Accounting or the Graduate Diploma in Professional Accounting.

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Certificate in Accounting, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

Graduate Certificate in Business Analytics

Course Code: BTBI
Campus: City Flinders.

About this course: With the internationalisation of accounting and the continual developments in accounting software and other applications the accounting profession is meeting the challenges of today’s business world. For people working...
About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. The University has extended this expertise into the area of Business Analytics utilising SAP solutions. Accordingly Victoria University now offers Specialist Graduate Certificate in Business Analytics. The Graduate Certificate in Business Analytics offers a pathway to postgraduate Business Analytics studies and is designed for those who already have a base of significant relevant professional experience but do not yet have a Bachelor’s degree. It also provides an exit point for Business Analytics students who cannot continue their studies. The Graduate Certificate provides breadth of study by establishing a foundation of Business Analytics-relevant units that build upon key business systems and processes. Students will be using business analytics techniques and SAP technology to solve information problems to allow effective complex decision making in response to contemporary business challenges.

Course Objectives: On successful completion of this course, students will be able to:

1. Review theoretical approaches and analyse their application to achieve effective Business Intelligence and Business Analytics Systems practice.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of authentic business problems in contemporary Business Intelligence and Business Analytics Systems.
3. Critically apply cross disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges.
5. Evaluate the effectiveness of Business Intelligence and Business Analytics and associated Information Systems in the support of complex problem solving and management decision making.
6. Effectively communicate complex knowledge and ideas to a variety of audiences.
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

Careers: Skills developed in this course will equip you for early career roles in Business Analytics and management positions related to this field.

Course Duration: 0.5 years

Admission Requirements: Successful completion of a cognate (similar discipline) Bachelor/Honours Degree; OR Successful completion of a non-cognate (any discipline) Bachelor/Honours Degree and four years full-time work experience post-graduation including at least 2 of the 4 years full-time work experience gained while working in a dedicated supervisory/management role as approved by the College.

Admission Requirements International: In addition to satisfying the Bachelor/Honours Degree or Mature Age admission requirements, International Students must provide evidence of proficiency in the English language as demonstrated by International English Language Testing System or its equivalent - overall score of 6.5 and no individual band score less than 6.

COURSE STRUCTURE

To attain the Graduate Certificate in Business Analytics, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BCO6603</td>
<td>Enterprise Resource Planning Systems</td>
<td>12</td>
</tr>
<tr>
<td>BCO6604</td>
<td>Customer Relationship Management</td>
<td>12</td>
</tr>
</tbody>
</table>

Graduate Certificate in Enterprise and Resource Planning Systems

Course Code: B87EN

Campus: City/Flinders

About this course: Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. It offers Specialist Graduate Certificate units. Victoria University is one of the world’s leading institutions in ERP systems (SAP) education as recognised by industry, SAP and academia. The University has strong links with the ERP industry and offers a comprehensive ERP curriculum including SAP process or module delivery, SAP technical and configuration development and SAP/ERP application packages. The Specialist Graduate Certificate focuses on the main SAP processes including: production planning, materials management, sales & distribution, accounting and human resources. It also covers process engineering and SAP reporting through business analytics. The elective unit allows further exploration of SAP application packages.

Course Objectives: On successful completion of this course, students will be able to:

1. Review conceptual frameworks and analyse their application to achieve effective Enterprise Systems practice.
2. Interpret and justify practical ERP concepts and related knowledge to think critically in the resolution of business problems in contemporary Enterprise Systems;
3. Critically apply cross disciplinary knowledge in creative decision making;
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges;
5. Evaluate the effectiveness of Enterprise and associated Information Systems in the support of complex management decision making;
6. Effectively communicate complex knowledge and ideas to a variety of audiences;
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

Careers: Career Outcomes: The Graduate Certificate is designed to appeal to a wide span of disciplines. The traditional IT/IS fields have evolved with the rapid deployment of ERP suites that now encompass all functions in large organisations. The course provides several opportunities for applicants:

- The technology Bachelors graduate (Information Technology/Information Systems /CompScience) who wishes to gain a foothold in corporate ERP/SAP organisations,
- The technology analyst who wishes to transition to a business analyst role,
- The business analyst (Non SAP organisation) who wishes to transition to an SAP based organisation, and,
- The business person (SAP organisation) who wishes to obtain career advancement via an SAP role.

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to the course.
Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course. PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE
The Graduate Certificate in Enterprise Resource Planning Systems is a 48 credit points (4 unit) course.

- Three core units, BCO6603, BCO5501, BCO6007
- One Elective unit from the College of Business Postgraduate courses.

Year 1, Semester 1

BCO6603 Enterprise Resource Planning Systems 12
BCO5501 Business Process Engineering 12
BCO6007 Business Analytics 12

One Elective (12 credit points) from the College of Business Postgraduate Courses (subject to availability)

Graduate Certificate in Finance

Course Code: BTFF
Campus: City Flinders.
This course is for Continuing students only.

About this course: The Graduate Certificate in Finance is an academically focussed and professionally relevant course for those with a finance related academic background. The course develops conceptual knowledge and technical skills in finance, with a global perspective on the operation of financial markets. This is complemented with skills development focusing on critical thinking, problem solving, creativity and communication. The course assists students to become capable, responsible and ethical practitioners in the rapidly changing financial services industry.

Course Objectives: On successful completion of this course, students will be able to:
1. Review theoretical approaches and analyse their application to achieve effective finance practice.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of authentic business problems in contemporary financial practice.
3. Critically apply cross disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement and financial decision making in response to contemporary complex problems and future business challenges.
5. Effectively communicate complex knowledge and ideas to a variety of audiences.
6. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.
7. Plan and organise self and others to achieve goals in work and learning.

Careers: Career options include management level positions in financial institutions or government.

Course Duration: 0.5 years

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course. PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE
To attain the Graduate Certificate in Finance, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (4) Professional Core units.

BAO5534 Business Finance 12
BAO5573 International Financial Management 12
BAO5734 Financial Analysis 12
BAO5746 Credit and Lending Management 12

Graduate Certificate in International Business

Course Code: BTIB
Campus: City Flinders.
This course is for Continuing students only.

About this course: The Graduate Certificate in International Business is designed to prepare students for a career in international private, public/government, or not-for-profit organisations. The graduate certificate program provides an entry pathway to a qualification in international business for those with extensive work experience but no bachelor's degree or those who wish to top up their existing qualifications. Units completed in this graduate certificate are transferable towards the Masters of International Business degree.

Course Objectives: On successful completion of this course, students will be able to:
1. Apply international business principles, practices and frameworks in diverse contexts and applications using creative and critical thinking;
2. Interpret theoretical propositions and related bodies of knowledge to resolve business problems and recommend actions relevant to international business settings;
3. Adapt cross-disciplinary knowledge to making creative decisions, with consideration to cross-cultural contexts, for new business opportunities;
4. Work effectively autonomously and in a team demonstrating accountability, collaboration and innovative strategic thinking as relevant to global business settings; and,
5. Communicate effectively to specialist and non-specialist audiences in a wide range of international business contexts.

Careers: Professionals in the field of International Business typically seek out employment in multinational firms, and corporations involved in international trade and investment. Graduates are encouraged to further their study into the Master of International Business.

Course Duration: 0.5 years
Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course. PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking).

COURSE STRUCTURE

To attain the Graduate Certificate in International Business, students will be required to complete 48 credit points consisting of:

- 48 credit points professional core units

Graduate Certificate in Industrial Relations and Human Resource Management

Course Code: BTHH
Campus: City Flinders.

About this course: The Graduate Certificate in Industrial Relations and Human Resource Management is designed to upgrade skills and knowledge of industrial relation and human resource issues. It is an academically rigorous and professionally relevant course in human resource management. There are a range of assessment tasks that focus on critical thinking, problem solving and creativity. Graduates may further their postgraduate studies by applying for admission into the Master of Industrial Relations and Human Resource Management.

Course Objectives: Successful completion of this course, students will be able to:
1. Review theoretical approaches and analyse their application to achieve effective human resource practice.
2. Justify and interpret theoretical concepts and related knowledge to think critically in the resolution of business problems in contemporary IR/HR industry, business and community settings.
3. Critically apply cross-disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement in a range of technical or management functions in response to contemporary and future business challenges.
5. Evaluate the effectiveness of IR/HR practices in the support of complex problem solving and management decision making.
6. Effectively communicate complex knowledge and ideas to a variety of audiences.
7. Contribute consistently, with personal accountability for outputs in a dynamic 21st century work team, working in an ethical and socially responsible manner.

Careers: • Human resources consultants • Human resources managers

Course Duration: 0.5 years

Graduate Certificate in Industrial Relations and Human Resource Management

Course Code: BTKM
Campus: City Flinders.

About this course: Effective marketing practices have drastically changed in recent years. In the face of a digital revolution and a changing marketing environment, you must decide which marketing practices to adopt in order to compete and succeed. Students in the program acquire applied marketing principles, techniques and frameworks necessary to analyse marketplace strategies and development effective integrated strategic marketing plans to effectively improve the organizations marketing objectives. The graduate certificate program provides an entry pathway to a qualification in marketing for those with extensive work experience but no bachelor's degree. Units completed in this graduate certificate are transferable towards the Masters of Marketing degree.

Course Objectives: Successful completion of this course, students will be able to:
1. Apply marketing principles, practices and frameworks in diverse contexts and applications using creative and critical thinking.
2. Critically apply cross-disciplinary knowledge in decision making with creativity for dynamic marketplace contexts and challenges.
3. Demonstrate critical and innovative thinking to evaluate product development and brand perspectives to improve business outcomes.
4. Work as a reflexive practitioner to formulate, implement and evaluate industry-specific investigations to design effective marketing campaigns and strategies.
5. Critically analyse theoretical perspectives associated with consumer decision making including how organizations can better deliver value to their customers and stakeholders.
6. Communicate skillfully to a variety of audiences and collaborate as an effective member or leader of a diverse team while utilizing Marketing tools and practices.

Careers: • Marketing or product manager • Brand manager • Sales director • Campaign director • Marketing or brand consultant
**Course Duration:** 0.5 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the award of Graduate Certificate in Management students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

**Graduate Certificate in Management**

**Course Code:** BTMWM

**Campus:** City Flinders.

**About this course:** VU's Graduate Certificate in Management provides a strong foundation in organisational management for those wanting to gain a specialist postgraduate qualification to support their career development. The course is also designed as an entry point for those with hands-on management experience without an undergraduate degree to undertake Masters level studies. The course offers a direct pathway to postgraduate diploma in Management or into the Master of Management.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Review theoretical approaches and analyse their application to achieve effective management strategies.
2. Justify and interpret theoretical propositions and related bodies of knowledge to critically evaluate the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in decision making for management contexts.
4. Demonstrate independent judgements in response to contemporary and future professional management challenges.
5. Work as a reflective management practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making.
6. Effectively communicate complex knowledge and ideas to a variety of audiences.

- senior management positions
- generalist or specialist managers
- project managers

**Careers:**

**Course Duration:** 0.5 years

**Admission Requirements:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

**Admission Requirements International:** Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

**COURSE STRUCTURE**

To attain the Graduate Certificate in Organisational Change Management, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

**Graduate Certificate in Organisational Change Management**

**Course Code:** BTTOC

**Campus:** City Flinders.

**About this course:** Graduate Certificate in Organisational Change Management is specifically designed for change professionals to explore and become a reflective change leader who can drive change using creative and innovative thinking. The program aims to provide students with the opportunity to critically evaluate and reflect on their understanding of change and leadership and to build and strengthen the capabilities required of a change professional by questioning, reflecting, learning and adopting to new ways of thinking about change management. This course is designed with industry professionals to fill the qualification gap and is run in collaboration with industry professionals who will also teach on the program. This is a semester long program that will be run on a one week burst mode which will provide flexibility to students to plan their leave around their study.

**Course Objectives:** On successful completion of this course, students will be able to:

1. Critically reflect upon theoretical approaches and analyse their application to achieve effective change strategies.
2. Develop judgement to make effective decisions about organisational change - even when faced with imperfect or insufficient information.
3. Assess and manage organisational culture, diagnose problems, and implement cultural change.
4. Critically apply cross-disciplinary knowledge in decision making with creativity for innovation and change management contexts.
5. Work as a reflective leader and change practitioner to formulate, implement and evaluate industry-specific investigations to resolve complex professional problems and inform decision-making.
6. Communicate effectively to specialist and non-specialist audiences including multi-disciplinary teams, diverse cultural communities and business and other professional organisations.

- Lead Change
- Senior Change Manager
- Change Manager
Graduates are encouraged to progress to the Masters of Change, Innovation and Leadership.

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline AND Five (5) years of approved work experience OR Applicants with a minimum ten (10) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline AND Five (5) years of approved work experience OR Applicants with a minimum ten (10) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Certificate in Business Administration, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

Graduate Certificate in Business Administration

Course Code: BTPF

Campus: Victoria University Online, City Flinders.

About this course: VU's Graduate Certificate in Business Administration provides the foundation level for people seeking careers and qualifications in business and management. The program is also suited for managers qualified in other disciplines. This Graduate certificate, containing the four basic units of Business Administration, offers a pathway to postgraduate diploma in Business Administration or into the Master of Business Administration (MBA).

Course Objectives: On successful completion of this course, students will be able to:
1. Review theoretical approaches and analyse their application to achieve effective business strategies.
2. Justify and interpret theoretical propositions and related knowledge to think critically in the resolution of business problems and recommend actions relevant to contemporary business settings.
3. Critically apply cross-disciplinary knowledge in creative decision making.
4. Demonstrate independent judgement in a range of business functions in response to contemporary and future professional challenges.
5. Effectively communicate complex knowledge and ideas to a variety of audiences.

Careers: The Graduate Certificate in Business Administration equips you with understanding the fundamentals of organisations management and developing analytical skills necessary for making reliable business decisions. Graduates can use it as a pathway to further study, and to various early career positions in the broad field of business administration.

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Certificate in Supply Chain Management, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) professional core units

Graduate Certificate in Supply Chain Management

Course Code: BTPF

Campus: City Flinders.

About this course: The Graduate Certificate in Supply Chain Management provides an alternative admissions pathway into the Master of Supply Chain Management for those unable to enrol directly into that course. Graduates will have a body of knowledge that includes the understanding of recent developments in the supply chain management discipline. The Graduate Certificate is nested within the broader Master of Supply Chain Management and it also provides a pathway to Victoria University's highly regarded MBA. The Graduate Certificate establishes a starting point for expansion of supply chain management-related knowledge and skills for professional or highly skilled work that is required for subsequent postgraduate study and for more senior leadership positions in the field. At a professional level the course will benefit those who wish to advance in the rapidly growing fields of logistics and supply chain management. This specialisation will be supplemented by professional considerations of the more general business context of supply chain management and related contemporary challenges.

Course Objectives: On successful completion of this course, students will be able to:
1. Synthesise and critically review knowledge about business systems relevant to supply chain practices to make independent technical recommendations;
Analyse and evaluate literature applicable to established supply chain theories, and to emerging situations and challenges in contemporary supply chain situations; 3. Resolve complex problems related to, the ways in which networks of interconnected businesses collaborate to make, and deliver, products and services for global markets; 4. Effectively communicate complex supply chain management knowledge and ideas to a variety of audiences; and 5. Critically evaluate a range of activities that constitute the supply chain management discipline in an international context.

Careers: Graduates may find careers in management-level positions in purchasing, supply, logistics, distribution, procurement and warehousing. Graduates are encouraged to progress to the Master in Supply Chain Management.

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Certificate in Supply Chain Management, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) of professional core units

BOS5305 International Supply Chain Structure 12
BMO5574 Supply Chain and Logistics Management 12
BMO5579 Green Logistics 12
BMO6508 Operations Management 12

Graduate Certificate in Tourism and Destination Management

Course Code: BTD0
campus: City Flinders.

About this course: The Graduate Certificate in Tourism and Destination Management offers a postgraduate qualification that will equip graduates for a range of roles within the rapidly growing tourism and events sectors. The course will appeal to those who wish to build on their qualifications and experience to transition to tourism related employment through the completion of four specialised tourism management units that focus on addressing contemporary issues and challenges faced by destinations internationally. Embedded within an established suite of business programs, including Victoria University’s internationally awarded MBA, the Graduate Certificate of Tourism and Destination prepares graduates to professionally engage with contemporary and emerging industry issues within the visitor economy as well as the opportunity to continue further study of the Graduate Diploma or Master of Tourism and Destination Management. In completing this course, students will have attained specific insight into tourism and event policy development, gained professional networks and have the capability of becoming future tourism industry leaders.

Course Objectives: On successful completion of this course, students will be able to:
1. Review and apply theoretical approaches for effective management decision-making in tourism and destination management practice; 2. Appraise the economic, legal and political context within which destinations operate, contribute to creative implementation of sustainable practices and risk minimising strategies in contemporary settings; 3. Collaborate within teams to apply creative solutions for industry, government and community stakeholders, integrating complex knowledge and ideas effectively to achieve shared goals; 4. Contribute to the resolution of complex professional and industry problems and inform management decision making by applying cognitive, creative and reflective skills to collect, analyse and synthesise data and information to generate, implement and evaluate solutions; 5. Communicate effectively with a variety of audiences including multi-disciplinary teams, diverse cultural communities, business and other related stakeholders; 6. Demonstrate professional standards and leadership in a dynamic 21st century work environment, acting consistently, ethically and in a socially responsible manner.

Careers:

Course Duration: 0.5 years

Admission Requirements: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course.

Admission Requirements International: Completion of an Australian Bachelor degree (or equivalent) in a similar discipline OR Applicants with a minimum five (5) years approved work experience will be considered for admission to this course PLUS IELTS (or equivalent): Overall score of 6.5 (with no band less than 6.0 in Listening, Reading, Writing and Speaking)

COURSE STRUCTURE

To attain the Graduate Certificate in Tourism and Destination Management, students will be required to complete 48 credit points (equivalent to 4 units) consisting of:

- 48 credit points (equivalent to 4 units) of professional core units

BTD6001 Tourism and Events: Core Concepts and Theory 12
BTD6002 Cross-cultural Dimensions of Destination Management 12
BMO6050 Art and Practice of Leadership 12
BTD7002 Emerging Trends in Tourism and Destination Management 12
Test Course 1

Course Code: IATESTC01

Campus: Werribee, City King St, City Queen, City Flinders, loc other test.
This course is for Continuing students only.

About this course: intro test

Course Objectives: On successful completion of this course, students will be able to:
1. CLO test 1
2. CLO test 2

Careers: test

Course Duration: 2 years

Admission Requirements: senior test

Admission Requirements International: international test

Admission Requirements Mature Age: mature test

Admission Requirements VET: vet test

Admission Requirements Other: other test

COURSE STRUCTURE

completion rules test

Year 1, Semester 1

header

line1

line2 test

ACC3041 Language and Society 12
ACC3052 Communication and Cultural Diversity 12
ACC3056 Advanced Media Production 12
ACC3061 World Cinemas 12

Compulsory Majors

EMAENG English (Literacy Studies) (Education)
EMAVN Environmental Science (Education)
**Majors/Minors**

**BMAACT Accounting**

**Locations:** Footscray Park, VU Sydney, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a major in Accounting. By completing all units in this major, you are eligible for admission into the CPA Program. Students wanting to be eligible for the Chartered Accountants Australia and New Zealand Program must also complete Taxation Law and Practice and Auditing as part of their undergraduate course. Graduates with an Accounting major can gain employment in accounting practices, medium and large corporations, the public sector and not-for-profit organisations.

**Major Studies**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Name</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BAO2000</td>
<td>Accounting Information Systems</td>
<td>12</td>
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<tr>
<td>BAO2001</td>
<td>Corporate Finance</td>
<td>12</td>
</tr>
<tr>
<td>BAO2202</td>
<td>Financial Accounting</td>
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<tr>
<td>BAO2203</td>
<td>Corporate Accounting</td>
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<tr>
<td>BAO2204</td>
<td>Management Accounting</td>
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<tr>
<td>LLW2004</td>
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**Capstone Units**

<table>
<thead>
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<th>Unit Name</th>
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<tbody>
<tr>
<td>BAO3309</td>
<td>Advanced Financial Accounting</td>
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<tr>
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**OR**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Name</th>
<th>Credit</th>
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</thead>
<tbody>
<tr>
<td>BP02100</td>
<td>International Business Challenge</td>
<td>12</td>
</tr>
</tbody>
</table>

Students undertaking a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMAAFF Applied Finance**

**Locations:** City Flinders

This major provides an integrated set of units in Applied Finance. It builds on the minor in Applied Finance and deepens students understanding of contemporary challenges facing financial managers with respect to high level decision making in a real world business context. Students will develop a solid foundation in core business disciplines underpinned by specialised studies in applied financial analysis, within the context of globalised financial markets. For instance, students will determine the valuation and selection of debt and equity securities for institutional equity portfolios as well as be able to construct and manage a diversified institutional portfolio. Furthermore, students will examine the integrity and sustainability of financial markets and view decision making from an ethical and responsible global professional perspective. In addition, students will engage with important ethical principles and develop appropriate professional conduct towards clients, employers, and community. The degree will assist in launching your career while preparing you for future managerial roles. In this course you may select an overseas study tour, industry placement, and take part in a mentoring program. Bachelor of Commerce (Applied Finance) has been accepted into the Chartered Financial Analyst (CFA) Institute University Recognition Program. This status is granted to institutions whose degree program(s) incorporate at least 70% of the CFA Program Candidate Body of Knowledge (CBOK), which provide students with a solid grounding in the CBOK and positions them well to sit for the CFA exams.

<table>
<thead>
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<tr>
<td>BEO2000</td>
<td>Financial Institutions and Monetary Theory</td>
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<tr>
<td>BEO2001</td>
<td>Commercial Banking and Finance</td>
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<td>BAO3402</td>
<td>International Banking and Finance</td>
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<tr>
<td>BAO3404</td>
<td>Credit and Lending Decisions</td>
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<td>BLO3405</td>
<td>Law of Financial Institutions and Securities</td>
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**Capstone Units**

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<th>Unit Name</th>
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</thead>
<tbody>
<tr>
<td>BAO3403</td>
<td>Investment and Portfolio Management</td>
<td>12</td>
</tr>
<tr>
<td>BP03100</td>
<td>Applied Business Challenge</td>
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**OR**

<table>
<thead>
<tr>
<th>Unit Code</th>
<th>Unit Name</th>
<th>Credit</th>
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</thead>
<tbody>
<tr>
<td>BP02100</td>
<td>International Business Challenge</td>
<td>12</td>
</tr>
</tbody>
</table>

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.
**BMAEV7 Event Management**

**Locations:** Footscray Park

After developing a solid grounding in business in your first year, customise your degree with a major in Event Management. This major provides a set of integrated units to develop a theoretical and practical understanding of the events sector. It builds on the minor in Events Management to equip students with the knowledge and skills to be successful in the planning, management, implementation and evaluation of event services and experiences. Graduates will be equipped with the skills and knowledge to enter the events sector after undertaking a range of studies that will allow them to apply both theoretical and operational knowledge whilst acting with integrity. The major includes capstone units that provide students with the opportunity to draw on their prior learning in the course and further develop the capacity to apply this learning in new contexts. Strong connections exist to the events industry, offering volunteering, working and networking opportunities to assist students in getting a head start. The Bachelor of Business with a major in Events Management has for over 15 years produced industry leading graduates who have honed solid business and operational skills, and real-life working experience gained through a mandatory work-integrated learning unit.

**Major Studies**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
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</thead>
<tbody>
<tr>
<td>BHO2000</td>
<td>Event Operations</td>
<td>12</td>
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<tr>
<td>BHO2301</td>
<td>Sustainable Operations</td>
<td>12</td>
</tr>
<tr>
<td>BHO2422</td>
<td>Event Creation and Design</td>
<td>12</td>
</tr>
<tr>
<td>BHO2006</td>
<td>Introduction to Tourism Hospitality and Events</td>
<td>12</td>
</tr>
<tr>
<td>BBB3100</td>
<td>Business Integrated Learning</td>
<td>12</td>
</tr>
<tr>
<td>BHO3421</td>
<td>Business Events</td>
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**Capstone Units**

<table>
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<th>Course Title</th>
<th>Credit Points</th>
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<tbody>
<tr>
<td>BHO3406</td>
<td>Live Performance Management</td>
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<tr>
<td>BPD3100</td>
<td>Applied Business Challenge</td>
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</tr>
<tr>
<td>OR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BPD2100</td>
<td>International Business Challenge</td>
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Students undertaking this as a second major are required to complete BPD2100 International Business Challenge instead of BPD3100 Applied Business Challenge.

**BMAFNR Financial Risk Management**

**Locations:** City Flinders

After developing a solid grounding in business in your first year, customise your degree with a major in Financial Risk Management. This major allows you to start your career in financial planning and financial risk management in any modern financial services industry. The recent financial crises, global and regional, have highlighted the need for higher level thoughtful planning which is essential for the long term sustainability of the financial sector, and this course will expose you to the knowledge and skills necessary to meet the challenges. If you, however, choose to build a career in the Australian financial sector, or in the neighbouring region, studying in Australia will be a definite advantage because completing the full course equips you with the practical knowledge in the areas of financial planning, risk management and insurance, investment and portfolio management, taxation law, superannuation, and estate planning.

**Major Studies**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BBB3100</td>
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<td>BAO2000</td>
<td>Human Resource Management</td>
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<td>BAO2001</td>
<td>International Human Resource Management</td>
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<tr>
<td>BAO2003</td>
<td>Human Resource Development</td>
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</table>
BMAIHM International Hospitality Management

Locations: Footscray Park

After developing a solid grounding in business in your first year, customise your degree with a major in International Hospitality Management. Expand your hospitality career options with a major in International Hospitality Management. Gain insights into product and service development innovation, and how to deal with stakeholders from various cultural backgrounds. Through this major, you will acquire up-to-date knowledge of key industry trends and issues, and an understanding of the major operational, managerial and strategic areas of the hospitality industry. You will also benefit from a practical work-integrated learning unit, allowing you to apply new skills in a real work environment.

Major Studies

- BCO2000 Business Process Modelling 12
- BCO2041 Systems Analysis and Design 12
- NIT1201 Introduction to Database Systems 12
- NIT2113 Cloud Application Development 12
- NIT2171 Introduction to ICT Management 12

BMAIHM International Hospitality Management

Locations: Footscray Park

- BM03323 Employee Relations Management 12
- BM03420 Human Resource Information Systems 12

Capstone Units

- BM03332 Managing Organisational Change 12
- BP03100 Applied Business Challenge 12
- OR

- BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

BMAIHM International Hospitality Management

Locations: Footscray Park, VU Sydney

- BM03332 Managing Organisational Change 12
- BP03100 Applied Business Challenge 12
- OR

- BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

BMAISU Information Systems Management

Locations: City Flinders

This major provides an integrated set of units in Information Systems. Multinational enterprises with production or operations spread across numerous regions, and even those operating domestically in trade exposed industries, need talented and culturally sensitive individuals to effectively operate and further develop their business. The Information Systems major provides an international focus to a graduates’ business career and enables them to analyse international markets, navigate diverse international business environments, and nurture the personal attributes required to be successful in international business and working effectively in cross-cultural teams. The curriculum focuses on the contemporary practice of business and operations across international territories. Graduates with a major in Information Systems will have a broad and coherent knowledge of international business concepts and practices, which will form the basis for independent lifelong learning. The International Information Systems curriculum draws from a wide range of business disciplines such as international accounting, economics, finance, logistics, information systems, management and marketing. Graduates will develop high-level skills in business strategy and operations, problem solving, strategic planning and implementation, all of which are essential in preparing you for a career in international business.

Major Studies

- BHO2006 Introduction to Tourism Hospitality and Events 12
- BHO2285 Marketing Research 12
- BHO2005 Hotel and Resort Operations Management 12
- BHO2434 Consumer Behaviour 12
- BBO3100 Business Integrated Learning 12
- BM02181 Operations Management 12

Capstone Units

- BH03312 Revenue Management 12
- BP03100 Applied Business Challenge 12
- OR

- BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.
<table>
<thead>
<tr>
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**OR**

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BPD2100</td>
<td>International Business Challenge</td>
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</tbody>
</table>

Students undertaking this as a second major are required to complete BPD2100 International Business Challenge instead of BPD3100 Applied Business Challenge.

**BMAITD International Trade**

**Locations:** City Flinders

After developing a solid grounding in business in your first year, customise your degree with a major in International Trade. In the Bachelor of Business International Trade major you will examine strategies on enhancing overall trade and investment, enabling you to manage projects and make decisions that facilitate trade between Australia and other countries. International Trade graduates will be able to analyse international markets and propose incentives, policies, interventions, entry strategies and harmonisation standards to firms, educational institutions, governments or other bodies.

**Major Studies**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BEO2002</td>
<td>International Business Context</td>
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<tr>
<td>BEO2003</td>
<td>International Economics and Finance</td>
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<tr>
<td>BEO2004</td>
<td>International Trade Practices</td>
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<tr>
<td>BEO2264</td>
<td>Microeconomic Analysis</td>
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<tr>
<td>BH03373</td>
<td>International Marketing</td>
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<tr>
<td>BEO3430</td>
<td>International Economic Analysis</td>
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**Capstone Units**

<table>
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<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BEO3432</td>
<td>Strategic International Trade Operations</td>
<td>12</td>
</tr>
<tr>
<td>BP03100</td>
<td>Applied Business Challenge</td>
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**OR**

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BP02100</td>
<td>International Business Challenge</td>
<td>12</td>
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</tbody>
</table>

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMAMAI Management and Innovation**

**Locations:** Footscray Park

After developing a solid grounding in business in your first year, customise your degree with a major in Management and Innovation. This major provides you progressive and integrated learning in Management & Innovation. Students will learn management and innovation techniques and strategies and gain skills to be a strong business leader. You will be exposed to the changing dynamics of the global business world. Our classes are mostly conducted based on enquiry-based learning and discursive conversations to engage with you in scholarly and contemporary views in business. To compete in the enterprising business world, this Management & Innovation major will set you into the future of the global business world.

**Major Studies**

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHO2006</td>
<td>Introduction to Tourism Hospitality and Events</td>
<td>12</td>
</tr>
<tr>
<td>BHO2193</td>
<td>Tourism Product Design and Delivery</td>
<td>12</td>
</tr>
<tr>
<td>BHO2005</td>
<td>Hotel and Resort Operations Management</td>
<td>12</td>
</tr>
<tr>
<td>BHO2301</td>
<td>Sustainable Operations</td>
<td>12</td>
</tr>
<tr>
<td>BHO3499</td>
<td>Managing Sustainable Destinations</td>
<td>12</td>
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<tr>
<td>BB83100</td>
<td>Business Integrated Learning</td>
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**Capstone Units**

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<tbody>
<tr>
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<td>International Trends and Issues</td>
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<tr>
<td>BP03100</td>
<td>Applied Business Challenge</td>
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**OR**

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<tbody>
<tr>
<td>BP02100</td>
<td>International Business Challenge</td>
<td>12</td>
</tr>
</tbody>
</table>

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMAITM International Tourism Management**

**Locations:** Footscray Park

After developing a solid grounding in business in your first year, customise your degree with a major in International Tourism Management. Equip yourself with the skills and knowledge to develop, operate, manage and market sustainable tourism businesses and destinations with the International Tourism Management major. Gain the theoretical and practical knowledge required to design and deliver international tourism products and experiences, and to apply effective business management techniques to the operation of international tourism enterprises. You will learn about current trends and issues facing the international tourism industry, the meaning and practice of international tourism planning and sustainable destination management, project management methodologies and investigation techniques that will enable you to better understand and solve problems facing international tourism organisations. You will also benefit from a practical work-integrated learning unit allowing you to apply new skills in a real work environment.

**Major Studies**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BHO3373</td>
<td>International Marketing</td>
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<tr>
<td>BM02000</td>
<td>Human Resource Management</td>
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<tr>
<td>BM02002</td>
<td>Strategic Management</td>
<td>12</td>
</tr>
<tr>
<td>BM02004</td>
<td>Business Ethics</td>
<td>12</td>
</tr>
<tr>
<td>BM02005</td>
<td>Innovation and Entrepreneurship</td>
<td>12</td>
</tr>
</tbody>
</table>
Knowledge Management Practices for Innovative Organisation

Capstone Units
BMO3332 Managing Organisational Change 12
BP03100 Applied Business Challenge 12

OR
BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMAMRK Marketing**

**Locations:** Footscray Park, VU Sydney

After developing a solid grounding in business in your first year, customise your degree with a major in Marketing. Launch your marketing career with Marketing major. Learn about marketing theories and how to implement practical marketing solutions. You will gain an in-depth understanding of customer needs in the marketplace and be well equipped to pursue a career in marketing management in large and medium corporations, or consulting roles in marketing research or advertising agencies.

**Major Studies**

- BHO2259 Product and Services Innovations 12
- BHO2265 Integrated Marketing Communications 12
- BHO2285 Marketing Research 12
- BHO2434 Consumer Behaviour 12
- BHO3373 International Marketing 12
- BHO3439 Marketing Services and Experiences 12

**Capstone Units**

- BHO3406 Live Performance Management 12
- BHO3439 Marketing Services and Experiences 12
- ACO2014 Popular Music History 12
- ACO3013 Musics of the World 12
- BAB122 Law (Music Industry), a cross-institutional unit from Boxhill Institute. The College Course and Unit Administrators can assist students to arrange their cross-institutional study.

**Major Studies**

- ACO3003 Music and the Mind 12
- BP03100 Applied Business Challenge 12

**OR**

- BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMASCL Supply Chain and Logistics Management**

**Locations:** City Flinders

After developing a solid grounding in business in your first year, customise your degree with a major in Supply Chain and Logistics Management. Examine all aspects and issues of logistics in a sustainable supply chain, specifically purchasing and procurement of materials, inventory flow and control, storage and material handling in warehousing, economics of mode of transport, and distribution and shipment. This industry-focused major has professional recognition by the Chartered Institute of Logistics and Transport (CILTA). Graduates of the Bachelor of Business with a major in Supply Chain and Logistics Management are eligible to apply for membership, however, it should be noted that it is not compulsory to join CILTA in order to work in the profession or associated fields.

**Major Studies**

- BMO2181 Operations Management 12
- BMO2201 Distribution Management 12
- BMO2202 Purchasing and Supply Management 12

arrange and negotiate deals, manage artists and gain a full understanding of the nature of music copyrights in an international context. The major includes capstone units, which provide students with the opportunity to draw on their learning in their major, and develop the capacity to apply this learning in new contexts. Strong connections with current industry participants offer networking opportunities to foster business relationships to help students get a head start. The Bachelor of Business with a major in Music Industry is widely recognised for producing graduates with business acumen and entrepreneurial flair.

Major Studies

- ACU1002 Creativity, Communication and the Digital Age 12
- BHO3406 Live Performance Management 12
- BHO3439 Marketing Services and Experiences 12
- ACO2014 Popular Music History 12
- ACO3013 Musics of the World 12
- BAB122 Law (Music Industry), a cross-institutional unit from Boxhill Institute. The College Course and Unit Administrators can assist students to arrange their cross-institutional study.

**Major Studies**

- ACO3003 Music and the Mind 12
- BP03100 Applied Business Challenge 12

**OR**

- BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

**BMAMUS Music Industry**

**Locations:** Footscray Park

After developing a solid grounding in business in your first year, customise your degree with a major in Music Industry. This major provides a solid understanding of the real business of music. It builds on the minor in Music Industry and develops students' competencies in planning, promotion and production of music in a variety of forms, locations, styles and scale. Students will learn to implement music events,
BM02203 E-Supply Chain Management 12
BM03123 Integrated Supply Chain Management 12
BM03418 Transport and Logistics Management 12

Capstone Units
BM03419 Supply Chain Analytics 12
BP03100 Applied Business Challenge 12
OR
BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

BMATHM Tourism and Hospitality Management

Locations: Footscray Park

The new specialist Tourism & Hospitality Management major offered through the Bachelor of Business at Victoria University, will equip you with knowledge of the major operational, managerial and strategic areas within the tourism and hospitality industries. You will gain the skills and knowledge to develop, operate, manage and market sustainable tourism products, experiences, businesses and destinations.

Whether you choose to work in the public or private tourism sector, or join a tour operator, airline, hotel or resort, you will graduate with in-depth knowledge about the principles and practices of the international tourism and hospitality industry. You will gain a thorough understanding of the industry’s core trends and issues, as well as insights into: product innovation and service development pricing, consumer behaviour and negotiation working with stakeholders from various cultural backgrounds. You will learn from academics with expertise in the business, tourism and hospitality industries and gain valuable insights from industry guest lectures, field trips and workshops and graduate work-ready and benefit from access to leading companies in the field thanks to VU’s practical skills-based work-integrated learning units and key focus on developing your leadership and career essential human relations skills.

Major Studies
BH02005 Hotel and Resort Operations Management 12
BH02006 Introduction to Tourism Hospitality and Events 12
BH02193 Tourism Product Design and Delivery 12
BBB3100 Business Integrated Learning 12
BH03312 Revenue Management 12
BH03499 Managing Sustainable Destinations 12

Capstone Units
BH03507 International Trends and Issues 12
BP03100 Applied Business Challenge 12

OR
BP02100 International Business Challenge 12

Students undertaking this as a second major are required to complete BP02100 International Business Challenge instead of BP03100 Applied Business Challenge.

BMIACT Accounting

Locations: Footscray Park, VU Sydney, City Flinders
This minor provides an integrated set of units in Accounting. Students will undertake:
a) Accounting Information Systems where they explore some theories and practices of (manual) recording and reporting of financial information in Australia within the context of a historical cost accounting system, including an understanding of the legal, professional and conceptual frameworks within which the accounting professional operates; b) Financial Accounting where they apply accounting concepts and accounting standards to measure, recognize, classify and disclose specific business transactions and other accounting information; c) Corporate Accounting where they learn the structure underlying corporate reporting designed to give the financial report user useful information on which to make economic decisions; and d) Management Accounting where they will be equipped with the specialist knowledge relevant technical skills to address these challenges the multi-faceted challenges facing the function of management accounting in contemporary organisations.

BA02000 Accounting Information Systems 12
BA02202 Financial Accounting 12
BA02203 Corporate Accounting 12
BA02204 Management Accounting 12

BMIAPF Applied Finance

Locations: City Flinders
This minor provides an integrated set of units in Applied Finance. It covers disciplinary knowledge of high level decision making in a business context exploring quantitative and fundamental analysis techniques using real world financial data. Students will develop their skills in determining valuation and selection of debt and equity securities for institutional equity portfolios as well their ability to construct and manage a diversified institutional portfolio.

BA02202 Financial Accounting 12
BMI02004 Business Ethics 12
BA03403 Investment and Portfolio Management 12
BE03000 Risk Management Models 12

BMIBKF Banking and Finance

Locations: City Flinders
This minor provides students with knowledge in the applications of the quantitative techniques and theoretical knowledge to make informed business decisions. Students will develop skills in applying quantitative techniques and the relevant theory to real life problems in relation to investment, financing and dividend decisions of private and public companies. Students will also gain an understanding of risk management, credit and lending decisions and workings financial institutions.
Institutions and Monetary Theory

Institutions and instruments, as well as monetary systems.

Footscray Park, City Flinders

Political thinking and problem solving.

Footscray Park, City Flinders

- Institutions with respect to specialised computer software providing them with both theoretical and practical knowledge and skills to enter this fast growing industry sector. With strong connections to the events industry students are able to benefit from real-life examples through case studies, seminars and guest lectures.

BMIEVT Event Management

Locations: Footscray Park, City Flinders

This minor provides an integrated set of units in Events Management. Students will develop events management knowledge and skills enabling them to plan, organise, manage and evaluate a range of events. Students use a range of learning methods including access to specialised computer software providing them with both theoretical and practical knowledge and skills to enter this fast growing industry sector. With strong connections to the events industry students are able to benefit from real-life examples through case studies, seminars and guest lectures.

BH20000 Event Operations 12
BH20422 Event Creation and Design 12
BH20006 Introduction to Tourism Hospitality and Events 12
BH30421 Business Events 12

BMIFNM Finance Mentoring

Locations: City Flinders

This minor provides Bachelor of Commerce (International Business) students with the perfect opportunity to relate what they have learnt in class to a practical setting. Students will be paired with an experienced professional who will provide guidance and leadership to help you get the most from your studies and future career. This minor also enables students to explore their workplace context via the BIL program.

This minor provides Bachelor of Commerce (Applied Finance) students with the perfect opportunity to relate what they have learnt in class to a practical setting. Students will be paired with an experienced professional who will provide guidance and leadership to help you get the most from your studies and future career. This minor also enables students to explore their workplace context via the BIL program.

BMIFRI Risk Management Models

Locations: Footscray Park, City Flinders

This minor provides an integrated set of units in Risk Management. It covers disciplinary knowledge in essential areas such as Financial Planning, Taxation Law, Risk Management and Insurance, and Risk Management Models. Students will develop their skills in communication and critical analyses, and will learn the integral elements of managing and accounting for financial risk in a dynamic world. This knowledge will be consolidated through assessment tasks such as assignments with both individual completion and group collaboration, and virtual share market trading.

BE02401 Risk Management and Insurance 12
BL00206 Taxation Law and Practice 12
BA03000 Personal Financial Planning 12
BE03000 Risk Management Models 12

BMIFWI Finance Work Integrated Learning

Locations: City Flinders

This minor provides Bachelor of Commerce (International Business) students with practical experience. Students will be able to 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. In addition, a short-term intensive study tour blends formal study with experiential learning spanning Sydney, Hong Kong and Shanghai or Sydney and New York or Sydney and London (depending on year of offer). The Study Tour is designed to enhance students’ knowledge and appreciation of the international financial markets, institutions and instruments, as well as monetary systems.

BM02004 Business Ethics 12
BA03402 International Banking and Finance 12
BBC3003 Bachelor of Commerce Study Tour 12
BBE3100 Business Integrated Learning 12

BMIFHRM Human Resource Management

Locations: Footscray Park, City Flinders

This HRM minor unit set includes Human Resource Management; International Human Resource Management; Human Resource Development; and Employee Relations Management. The HRM minor offers essential disciplinary knowledge, combining theory with practical application to be relevant to the everyday work environment. Students will engage in individual and group activities, oral presentations, written assessments and examinations to demonstrate their skills development in critical thinking and problem solving.

BM02000 Human Resource Management 12
BM02001 International Human Resource Management 12
BM02003 Human Resource Development 12
BM03323 Employee Relations Management 12

BMIBM International Business Mentoring

Locations: City Flinders

This minor provides Bachelor of Commerce (Applied Finance) students with the perfect opportunity to relate what they have learnt in class to a practical setting. Students will be paired with an experienced professional who will provide guidance and leadership to help you get the most from your studies and future career. This minor also enables students to explore their workplace context via the BIL program.

In addition, a short-term intensive study tour blends formal study with experiential learning spanning Sydney, Hong Kong and Shanghai or Sydney and New York or Sydney and London (depending on year of offer). The Study Tour is designed to enhance students’ knowledge and appreciation of the international financial markets, institutions and instruments, as well as monetary systems.
enhance students' knowledge and appreciation of the international financial markets, institutions and instruments, as well as monetary systems.

**BMIIEN International Engagement**

**Locations:** City Flinders

This minor provides Bachelor of Business students with international experience. They will have a broad understanding of the international business environment essential to business decision-making. They will be able to expand their global perspective by critically analysing international business case studies and the challenges of globalisation. In addition, a short-term intensive study tour or field trip blends formal study with experiential learning.

**BE02002** International Business Context

**BBC3005** China in the World Economy

**BBC3003** Bachelor of Commerce Study Tour

**BM03478** Workplace Mentoring Program

**BMIIHM International Hospitality Management**

**Locations:** Footscray Park, City Flinders

The Minor in International Hospitality Management, allows students to combine their business education with the opportunity of pursuing a career in the International Hotel and Hospitality Industries. The Minor in International Hospitality Management consists of the four units, Food and Beverage Management, Revenue Management, Rooms Division Management and International Hospitality Operations Management. This Minor, would complement several Majors, such as those in Accounting, Events Management, Human Resource Management, International Tourism Management and Marketing.

**BHO2005** Hotel and Resort Operations Management

**BHO2006** Introduction to Tourism Hospitality and Events

**BHO2434** Consumer Behaviour

**BMO2181** Operations Management

**BMIIBU International Business**

**Locations:** City Flinders

This minor provides an integrated set of units in International Business. It covers broad and integrated knowledge of international business concepts and practices. Students will develop skills and knowledge in: international business operations and corporate strategy; economic, political and cultural environments; market entry strategies; international trade and finance; and, navigating the international regulatory environment. Assessment tasks across the minor include case studies, team-based projects, oral presentations, essays, and formal examinations.

**BE02002** International Business Context

**BE02003** International Economics and Finance

**BE03430** International Economic Analysis

**BE03432** Strategic International Trade Operations

**BMIIBW International Business Work Integrated Learning**

**Locations:** City Flinders

This minor provides Bachelor of Commerce (Applied Finance) students with practical experience. Students will be able to 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. In addition, a short-term intensive study tour blends formal study with experiential learning spanning Sydney, Hong Kong and Shanghai or Sydney and New York or Sydney and London (depending on year of offer). The Study Tour is designed to enhance students’ knowledge and appreciation of the international financial markets, institutions and instruments, as well as monetary systems.

**BE02002** International Business Context

**BBC3005** China in the World Economy

**BBC3003** Bachelor of Commerce Study Tour

**BB83100** Business Integrated Learning

**BMIIBW Information Systems Management**

**Locations:** Footscray Park, VU Sydney, City Flinders

This minor provides an integrated set of units in Information Systems. It covers disciplinary knowledge in Modeling of business or organisation processes, Programming with a focus on mobile development, Systems Analysis and Design using elements of both Object and Classical analysis, and Database Systems. These units cover many of the fundamental skills from the Australian Computer Society Core Body of Knowledge. Additionally, students will develop skills in oral communication, critical analysis and in the preparation of technical documents for senior management. Assessment tasks across the minor include group projects, formal examinations, written assignments and oral presentations.

**BCO2000** Business Process Modelling

**BCO2041** Systems Analysis and Design

**NIT1201** Introduction to Database Systems

**NIT2201** IT Profession and Ethics

**BMIITD International Trade**

**Locations:** Footscray Park, City Flinders

This minor provides an integrated set of units in International Trade. It covers disciplinary knowledge in International Trade with a focus on trade and investment patterns and their regulations, and it provides you with tools that enable you to make decisions in the context of international markets. Assessment tasks include short exercises, group projects, essays and formal examinations.

**BE02002** International Business Context
BEO2003 International Economics and Finance 12
BEO2004 International Trade Practices 12
BEO3430 International Economic Analysis 12

BMITAM International Tourism Management
Locations: Footscray Park, City Flinders
This minor provides an integrated set of units in International Tourism Management. Students will be introduced to and examine tourist practices, the industry, destination management, and tourism business including designing and delivering tourism products. The minor prepares students for roles in various settings requiring a focus in tourism, management, and marketing.

BHO2005 Hotel and Resort Operations Management 12
BHO2006 Introduction to Tourism Hospitality and Events 12
BHO2193 Tourism Product Design and Delivery 12
BHO3499 Managing Sustainable Destinations 12

BMIMAI Management and Innovation
Locations: Footscray Park, City Flinders
This minor in Management & Innovation provides you an insight into the wide and varied entrepreneurial and management organizations and roles. You will be exposed to units such as strategic management, innovation and entrepreneurship, business ethics, knowledge management for innovative organizations, and organisational change. These units will provide you deep learning that will allow you the capacity to apply entrepreneurial ideas to innovation in organisations or pursuing entrepreneurial ideas for commercialisation.

BMO2002 Strategic Management 12
BMO2004 Business Ethics 12
BMO2005 Innovation and Entrepreneurship 12
BMO3000 Knowledge Management Practices for Innovative Organization 12

BMINRK Marketing
Locations: Footscray Park, VU Sydney, City Flinders
This minor provides an integrated set of units in Marketing. It covers disciplinary knowledge in Marketing theory and practice with a focus on understanding consumer behaviour, integrated marketing communications, issues related to the marketing of services and experiences, and the challenges of formation and execution of marketing strategies. Students will develop skills in critical analysis and written communication in a variety of formats. Assessments include individual and group projects, oral presentations and formal examinations.

BHO2265 Integrated Marketing Communications 12
BHO2285 Marketing Research 12
BHO2434 Consumer Behaviour 12
BHO3439 Marketing Strategies and Experiences 12

BMIMUS Music Industry
Locations: Footscray Park, City Flinders
This minor provides an integrated set of units in Music Industry. Students will develop business management knowledge and skills enabling them to communicate with participants within the music industry and beyond, and develop competencies in planning, promotion and production of music in a variety of forms, locations, styles and scale. Students will gain a broad understanding of the underlying principles of the music industry; learn the concepts and processes to become a business orientated music manager; learn the principles of copyright laws and contractual relationships, and discuss current issues and trends in the music industries. With strong connections with current industry participants, the Bachelor of Business with a minor in Music Industry provides student with a solid foundation to start a career in this dynamic industry.

ACO2014 Popular Music History 12
ACO3013 Musics of the World 12
ACU1002 Creativity, Communication and the Digital Age 12
BAB122 Law (Music Industry), a cross-institutional unit from Boxhill Institute. The College Course and Unit Administrators can assist students to arrange their cross-institutional study.

BMISCL Supply Chain and Logistics Management
Locations: Footscray Park, City Flinders
This minor provides a set of four units in logistics and supply chain management specialisation. It comprises of disciplinary knowledge on manufacturing and service operations; inbound and outbound distribution functions; knowledge and skills on logistics control in a global supply chain; and state-of-the-art technology applications for information flow. This minor will help students with understanding of supply chain functionalities, strategy to control efficient and cost effective flow of goods and applications of technology to help integrate the supply chain system. Assessment tasks across the minor include learning activities including calculation-based individual assessment, group case study presentation and formal summative examination.

BMO2181 Operations Management 12
BMO2201 Distribution Management 12
BMO2203 E-Supply Chain Management 12
BMO3123 Integrated Supply Chain Management 12

BMITAS Tourism and Aboriginal Sustainability
Locations: Footscray Park
The Tourism and Aboriginal Sustainability minor will combine Aboriginal and tourism units to create a new learning space for environmental management students that will challenge their perspectives on sustainability from a business framework and Aboriginal standpoint. Students will undertake case studies, critically examine tourism impacts and explore the economic, human and environmental relationships to tourism management through an environmental and Aboriginal context. The minor will deconstruct students’ knowledge on creating and maintaining ethical relationships with Aboriginal people while deepening disciplinary understanding of Aboriginal sustainability. Students will explore and critically analyse tourism and its impact on Aboriginal participation through a decolonising lens that will provide a
framework for future engagement with Aboriginal community and provide learning on the creation of sustainable urban environments for all people.

AEK2203 Indigenous Perspectives On Sustainability 12
BH02006 Introduction to Tourism Hospitality and Events 12
AEK3203 Working Ethically in Aboriginal Community 12
BH03499 Managing Sustainable Destinations 12

**BMITHM Tourism and Hospitality Management**

**Locations:** Footscray Park

This Tourism & Hospitality Management minor offered through the Bachelor of Business at Victoria University, will equip you with knowledge of the major operational, managerial and strategic areas within the tourism and hospitality industries. You will learn from academics with expertise in the business, tourism and hospitality industries and gain valuable skills and knowledge to develop, operate, manage and market sustainable tourism products, experiences, businesses and destinations.

BH02005 Hotel and Resort Operations Management 12
BH02006 Introduction to Tourism Hospitality and Events 12
BH02193 Tourism Product Design and Delivery 12
BH03499 Managing Sustainable Destinations 12

**BNIWEN Workplace Engagement**

**Locations:** City Flinders

This minor provides Bachelor of Business students with practical experience. Students will be able to 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. Prior approval/authorisation from the Work Integrated Learning Department must be received before students can enrol in BBB3100 and BBB3000.

BP02100 International Business Challenge 12
BBB3100 Business Integrated Learning 12
BBB3000 Cooperative Education 12
BM03478 Workplace Mentoring Program 12

**BSPACC Accounting**

**Locations:** Footscray Park, City Flinders

Reach your goals in the accounting services industry with the Bachelor of Business Accounting specialisation. With the right sequence of units, you can gain CPA Australia entity and become an associate member of the Institute of Chartered Accountants in Australia. Graduates with this specialisation can gain employment in accounting practices, medium and large corporations, the public sector and not-for-profit organisations.

BAO2000 Accounting Information Systems 12
BAO2001 Corporate Finance 12

BAO2202 Financial Accounting 12
BAO2203 Corporate Accounting 12
BAO2204 Management Accounting 12
BAO3309 Advanced Financial Accounting 12
LLW2004 Corporations Law 12

**BSPACT Accounting**

**Locations:** Footscray Park, VU Sydney, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Accounting. By completing all units in this specialisation, you are eligible for admission into the CPA Program. Students wanting to be eligible for the Chartered Accountants Australia and New Zealand Program must also complete Taxation Law and Practice and Auditing as part of their undergraduate course. Graduates with this specialisation can gain employment in accounting practices, medium and large corporations, the public sector and not-for-profit organisations.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

BAO2000 Accounting Information Systems 12
BAO2001 Corporate Finance 12
BAO2202 Financial Accounting 12
BAO2203 Corporate Accounting 12
BAO2204 Management Accounting 12
BAO3309 Advanced Financial Accounting 12
BP03100 Applied Business Challenge 12
LLW2004 Corporations Law 12

**BSPBAF Banking and Finance**

**Locations:** Footscray Park, City Flinders

Launch your career in banking and financial services, funds management, treasury and financial markets, and wealth management. The Bachelor of Business Banking and Finance specialisation will develop your understanding of the institutions, instruments and markets of the financial services sector. You will also be able to undertake units of study to satisfy Australian Securities and Investments Commission’s (ASIC) RG146 compliance requirements, enabling you to work in organisations providing financial product advice to retail clients.

Specialisation Requirements: Students are required to successfully complete all seven units of study.

BAO2000 Accounting Information Systems 12
BAO3402 International Banking and Finance 12
BAO3403 Investment and Portfolio Management 12
After developing a solid grounding in business in your first year, customise your degree with a specialisation in Banking and Finance. Launch your career in banking and financial services, funds management, treasury, and financial markets, and wealth management. The Bachelor of Business with a specialisation in Banking and Finance will develop your understanding of the financial institutions, financial instruments, and markets of the financial services sector. In this course, you will also be able to undertake units of study that will provide you with knowledge in areas of financial markets, management of financial institutions, and investment management.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

- **BAO2001** Corporate Finance 12
- **BAO3402** International Banking and Finance 12
- **BAO3403** Investment and Portfolio Management 12
- **BAO3404** Credit and Lending Decisions 12
- **BE02000** Financial Institutions and Monetary Theory 12
- **BE02001** Commercial Banking and Finance 12
- **BLO3405** Law of Financial Institutions and Securities 12
- **BPD3100** Applied Business Challenge 12

**BSBFKF Banking and Finance**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Banking and Finance. Launch your career in banking and financial services, funds management, treasury, and financial markets, and wealth management. The Bachelor of Business with a specialisation in Banking and Finance will develop your understanding of the financial institutions, financial instruments, and markets of the financial services sector. In this course, you will also be able to undertake units of study that will provide you with knowledge in areas of financial markets, management of financial institutions, and investment management.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

- **BAO2001** Corporate Finance 12
- **BAO3402** International Banking and Finance 12
- **BAO3403** Investment and Portfolio Management 12
- **BAO3404** Credit and Lending Decisions 12
- **BE02000** Financial Institutions and Monetary Theory 12
- **BE02001** Commercial Banking and Finance 12
- **BLO3405** Law of Financial Institutions and Securities 12
- **BPD3100** Applied Business Challenge 12

**BSEPVT Event Management**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Event Management. Gain the skills to design, plan, create, implement, manage, and market events of all shapes and sizes. You will examine the scope of the events industry, learn how to manage events in a sustainable manner, and evaluate event outcomes. Building on your capability to work independently and in team settings, the Bachelor of Business with a specialisation in Event Management will help you gain strong analytical, written, verbal, and interpersonal skills. You will also benefit from a practical work-integrated learning unit, allowing you to apply new skills in a real work environment.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study). Further, it is compulsory for students to complete at least one Work Integrated Learning unit (BBB3100 Business Integrated Learning). There is the option of completing two Work Integrated Learning units (BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2) in substitution for BBB3100 Business Integrated learning and one Elective Unit. This option extends the duration of the course to 4 years. Students need to register online for Co-operative Education and be prepared to undertake the Work Integrated Learning/Co-operative Education Preparation Program in Year 2. (Contact the Centre in G348/FP for details and refer to the College Timetable).

- **BHO2301** Sustainable Operations 12
- **BHO2422** Event Creation and Design 12
- **BHO2006** Introduction to Tourism Hospitality and Events 12
- **BHO3406** Live Performance Management 12
- **BHO2000** Event Operations 12
- **BHO3421** Business Events 12
- **BBB3100** Business Integrated Learning 12
- **BPD3100** Applied Business Challenge 12

**BSFMR Financial Risk Management**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Financial Risk Management. This specialisation allows you to start your career in financial planning and financial risk management in any modern financial services industry. The recent financial crises, global and regional, have highlighted the need for higher level thoughtful planning which is essential for the long term sustainability of the financial sector, and this course will expose you to the knowledge and skills necessary to meet the challenges. If you, however, choose to build a career in the Australian financial sector, or in the neighbouring region, studying in Australia will be a definite advantage because completing the full course equips you with the practical knowledge in the areas of financial planning, risk management and insurance, investment and portfolio management, taxation law, superannuation, and estate planning.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

- **BAO2000** Personal Financial Planning 12
- **BAO3403** Investment and Portfolio Management 12
- **BE02401** Risk Management and Insurance 12
- **BE03000** Risk Management Models 12
- **BE02255** Applied Statistics for Business 12
- **BAO2001** Corporate Finance 12
- **BL02206** Taxation Law and Practice 12
- **BPD3100** Applied Business Challenge 12

**BSHRM Human Resource Management**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Human Resource Management. This specialised HRM program provides graduates with the capabilities to apply to a variety of career
options as a HR professional. The course aims to prepare students to meet standards of professional excellence with knowledge and skills that are recognised in Australia and overseas. The HRM course combines theory with practical application to be relevant and linked to the everyday work environment. Graduates will be ready to work in human resource management, employee or industrial relations, information systems, recruitment and training. This industry-focused specialisation has professional recognition by the Australian Human Resource Institute (AHRI). Students are encouraged to apply for internships in organisations. This course will provide you with hands on experience, enable you to demonstrate relevant work experience, and make you a competitive job seeker in the HR profession.

Specialisation Requirements

Students are required to successfully complete all seven units of study.

- **BBB3100 Business Integrated Learning** 12
- **BMO2000 Human Resource Management** 12
- **BMO2001 International Human Resource Management** 12
- **BMO2003 Human Resource Development** 12
- **BMO3323 Employee Relations Management** 12
- **BMO3332 Managing Organisational Change** 12
- **BMO3420 Human Resource Information Systems** 12
- **BPO3100 Applied Business Challenge** 12

**BSPHRM Human Resource Management**

**Locations:** Footscray Park, City Flinders

Learn the skills to begin your career in human resources with the Bachelor of Business Human Resource Management specialisation. This industry-focused specialisation has professional recognition by the Australian Human Resource Institute (AHRI).

Specialisation Requirements

Students are required to successfully complete all seven units of study.

- **BMO3420 Human Resource Information Systems** 12
- **BMO2000 Human Resource Management** 12
- **BMO3323 Employee Relations Management** 12
- **BMO3324 Consulting and Counselling** 12
- **BMO3325 Human Resources Management Evaluation** 12
- **BBB3100 Business Integrated Learning** 12
- **BMO3476 Training and Development** 12

**BSPHM International Hospitality Management**

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

Expand your hospitality career options with the Bachelor of Business International Hospitality Management specialisation. Gain insights into product and service development innovation, and how to deal with stakeholders from various cultural backgrounds. Through this specialisation, you will acquire up-to-date knowledge of key industry trends and issues, and an understanding of the major operational, managerial and strategic areas of the hospitality industry. You will also benefit from the compulsory one year full-time cooperative education component, allowing you to apply new skills in a real work environment.

Specialisation Requirements

Students are required to successfully complete all seven units of study. Further, those who choose to study this specialisation must complete a year of compulsory industry experience by undertaking BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 as part of the Bachelor of Business program. This will extend the length of the program by 1 year. Please note that this will reduce the elective units of study from seven to five. Students need to register on-line for Co-operative Education and be prepared to undertake the Work Integrated Learning/Cooperative Education Preparation Program in Year 2. (Contact the Centre in G348/FP for details and refer to the College Timetable).

- **BHO2005 Hotel and Resort Operations Management** 12
- **BHO2006 Introduction to Tourism Hospitality and Events** 12
- **BHO2285 Marketing Research** 12
- **BHO2434 Consumer Behaviour** 12
- **BHO3312 Revenue Management** 12
- **BMO2181 Operations Management** 12
- **BHO2002 International Human Relations** 12

**BSPIMH International Hospitality Management**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in International Hospitality Management. Expand your hospitality career options with a specialisation in International Hospitality Management. Gain insights into product and service development innovation, and how to deal with stakeholders from various cultural backgrounds. Through this specialisation, you will acquire up-to-date knowledge of key industry trends and issues, and an understanding of the major operational, managerial and strategic areas of the hospitality industry. You will also benefit from a practical work-integrated learning unit, allowing you to apply new skills in a real work environment.

Specialisation Requirements

Students are required to successfully complete 96 credit points (eight units of study). Further, it is compulsory for students to complete at least one Work Integrated Learning unit (BBB3100 Business Integrated Learning). There is the option of completing two Work Integrated Learning units (BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2) in substitution for BBB3100 Business Integrated Learning and one Elective Unit. This option extends the duration of the course to 4 years. Students need to register on-line for Co-operative Education and be prepared to undertake the Work Integrated Learning/Cooperative Education Preparation Program in Year 2. (Contact the Centre in Footscray Park campus for details and refer to the College Timetable).

- **BHO2005 Hotel and Resort Operations Management** 12
- **BHO2006 Introduction to Tourism Hospitality and Events** 12
After developing a solid grounding in business in your first year, customise your degree with a specialisation in Information Systems Management. Get your career in Information Systems off to a flying start with the Bachelor of Business with a specialisation in Information Systems Management. This specialisation provides the fundamental concepts, knowledge and skills required to facilitate a career in business analysis, project management or data management in a global economy. It prepares you to support the strategic use of information systems to facilitate decision making within an organisation. You will examine information systems analysis, modelling, development, management techniques and approaches and apply your learning to develop and deliver an information systems project.

Specialisation Requirements
Students are required to successfully complete 96 credit points (eight units of study).

BCO2000 Business Process Modelling 12
BCO2041 Systems Analysis and Design 12
BCO3442 Information Ethics and Management 12
BCO3447 Information Systems Project 12
NIT1201 Introduction to Database Systems 12
NIT2113 Cloud Application Development 12
NIT2171 Introduction to ICT Management 12
BP03100 Applied Business Challenge 12

BSPIMS Information Systems Management

Locations: Footscray Park, VU Sydney, City Flinders

Begin your career in the fast-paced world of Information Systems with this Bachelor of Business specialisation. You will focus on the strategic use, management and development of information systems within an organisation, and gain an understanding of how and why certain information systems are used and deployed within organisations. On completion of this specialisation, you will have an understanding of the use of transactional and data warehouse systems, programming and problem solving techniques, and analysis, design and implementation of information systems. You can attain professional membership of the Australian Computer Society (ACS).

Specialisation Requirements
Students are required to successfully complete all seven units of study.

BCO1046 Computer Systems 12
BCO1103 Web Enabled Business Systems 12
BCO1147 Introduction to Programming Concepts 12
BCO2148 Systems Analysis 12
BCO3144 Systems Design 12
BCO3150 Systems Implementation 12
NIT1201 Introduction to Database Systems 12
BSPITD International Trade

Locations: Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in International Trade. In the Bachelor of Business International Trade specialisation you will examine strategies on enhancing overall trade and investment, enabling you to manage projects and make decisions that facilitate trade between Australia and other countries. Graduates of this specialisation will be able to analyse international markets and propose incentives, policies, interventions, entry strategies and harmonisation standards to firms, educational institutions, governments or other bodies.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

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<thead>
<tr>
<th>Code</th>
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<td>BEO2002</td>
<td>International Business Context</td>
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<td>BEO2264</td>
<td>Microeconomic Analysis</td>
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<td>BH03373</td>
<td>International Marketing</td>
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<td>Strategic International Trade Operations</td>
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<td>BEO2004</td>
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<td>BPD3100</td>
<td>Applied Business Challenge</td>
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</tbody>
</table>

BSPITR International Trade

Locations: Footscray Park, City Flinders

In the Bachelor of Business International Trade specialisation you will examine strategies on enhancing overall trade and investment, enabling you to manage projects and make decisions that facilitate trade between Australia and other countries. Graduates of this specialisation will be able to analyse international markets and propose incentives, policies, interventions, entry strategies and harmonisation standards to firms, educational institutions, governments or other bodies.

Specialisation Requirements: Students are required to successfully complete all seven units of study.

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<td>BEO2004</td>
<td>International Trade Practices</td>
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</tbody>
</table>

BSPMAI Management and Innovation

Locations: Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Management and Innovation. Gain a keen focus on important management concepts and functions with the Bachelor of Business Management specialisation. Study the theories, principles and processes of strategic management, operations management, change management, business ethics and organisational analysis. Develop career-ready skills in communication, negotiation, teamwork, problem-solving and strategic thinking.

Specialisation Requirements: Students are required to successfully complete 96 credit points (eight units of study).

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<td>BH03373</td>
<td>International Marketing</td>
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<td>BMO3000</td>
<td>Knowledge Management Practices for Innovative Organisation</td>
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<td>BMO2004</td>
<td>Business Ethics</td>
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</table>

BSPMAR Marketing

Locations: Footscray Park, City Flinders

Launch your marketing career with the Bachelor of Business Marketing specialisation. Learn about marketing theories and how to implement practical marketing solutions. You will gain an in-depth understanding of customer needs in the marketplace and be well equipped to pursue a career in marketing management in large and medium corporations, or consulting roles in marketing research or advertising agencies.

Specialisation Requirements: Students are required to successfully complete all seven units of study.

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BHO2259</td>
<td>Product and Services Innovations</td>
<td>12</td>
</tr>
<tr>
<td>BHO2265</td>
<td>Integrated Marketing Communications</td>
<td>12</td>
</tr>
<tr>
<td>BHO2285</td>
<td>Marketing Research</td>
<td>12</td>
</tr>
<tr>
<td>BHO2434</td>
<td>Consumer Behaviour</td>
<td>12</td>
</tr>
<tr>
<td>BH03373</td>
<td>International Marketing</td>
<td>12</td>
</tr>
<tr>
<td>BH03435</td>
<td>Marketing Planning and Strategy</td>
<td>12</td>
</tr>
<tr>
<td>BH03439</td>
<td>Marketing Services and Experiences</td>
<td>12</td>
</tr>
</tbody>
</table>

BSPMAHR Human Resource Management

Locations: Footscray Park

Become a human resource management (HRM) expert. This specialised HRM program provides graduates with the capabilities to apply to a variety of career options as a HR professional. The course aims to prepare students to meet standards of professional excellence with knowledge and skills that are recognised in Australia and overseas. The HRM course combines theory with practical application to be
relevant and linked in to the everyday work environment. Graduates will be ready to work in human resource management, employee or industrial relations, information systems, recruitment and training. This industry-focused specialisation has professional recognition by the Australian Human Resource Institute (AHRI). Students are encouraged to apply for internships in organisations as part of the BBUS HRM degree. This course will provide you with hands-on experience, enable you to demonstrate relevant work experience, and make you a competitive job seeker in the HR profession.

BBB3100 Business Integrated Learning 12
BMO2000 Human Resource Management 12
BMO2001 International Human Resource Management 12
BMO2003 Human Resource Development 12
BMO3323 Employee Relations Management 12
BMO3332 Managing Organisational Change 12
BMO3420 Human Resource Information Systems 12

**BSPKMK Marketing**

**Locations:** Footscray Park, VU Sydney, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Marketing. Launch your marketing career with Marketing specialisation. Learn about marketing theories and how to implement practical marketing solutions. You will gain an in-depth understanding of customer needs in the marketplace and be well equipped to pursue a career in marketing management in large and medium corporations, or consulting roles in marketing research or advertising agencies.

**Specialisation Requirements** Students are required to successfully complete 96 credit points (eight units of study).

BH02259 Product and Services Innovations 12
BH02265 Integrated Marketing Communications 12
BH02285 Marketing Research 12
BH02434 Consumer Behaviour 12
BH03373 International Marketing 12
BH03435 Marketing Planning and Strategy 12
BH03439 Marketing Services and Experiences 12
BP03100 Applied Business Challenge 12

**BSPKMK Music Industry**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Music Industry. Begin your career in the music industry with a solid understanding of the real business of music. You will learn to plan and promote music events, arrange and negotiate deals, and gain a full understanding of the nature of music copyrights. With strong connections with current industry participants, the Bachelor of Business with a specialisation in Music Industry is widely recognised for producing graduates with business acumen and entrepreneurial flair.

**Specialisation Requirements** Students are required to successfully complete 96 credit points (eight units of study).

ACU1002 Creativity, Communication and the Digital Age 12
BHO3406 Live Performance Management 12
BHO3439 Marketing Services and Experiences 12
ACO2014 Popular Music History 12
ACO3003 Music and the Mind 12
ACO3013 Musics of the World 12
BP03100 Applied Business Challenge 12

**BSPSCL Supply Chain and Logistics Management**

**Locations:** Footscray Park, City Flinders

After developing a solid grounding in business in your first year, customise your degree with a specialisation in Supply Chain and Logistics Management. Examine all aspects and issues of logistics in a sustainable supply chain, specifically purchasing and procurement of materials, inventory flow and control, storage and material handling in warehousing, economics of mode of transport, and distribution and shipment. This industry-focused specialisation has professional recognition by the Chartered Institute of Logistics and Transport (CILTA). Graduates of the Bachelor of Business with a specialisation in Supply Chain and Logistics Management are eligible to apply for membership, however, it should be noted that it is not compulsory to join CILTA in order to work in the profession or associated fields.

**Specialisation Requirements** Students are required to successfully complete 96 credit points (eight units of study).

BMO2201 Distribution Management 12
BMO2202 Purchasing and Supply Management 12
BMO2203 E-Supply Chain Management 12
BMO2181 Operations Management 12
BMO3123 Integrated Supply Chain Management 12
BMO3418 Transport and Logistics Management 12
BMO3419 Supply Chain Analytics 12
BP03100 Applied Business Challenge 12

**BSPSCS Supply Chain and Logistics Management**

**Locations:** Footscray Park, City Flinders
Develop your career in logistics and supply chain management with the Bachelor of Business Supply Chain and Logistics Management specialisation. Examine all aspects and issues of logistics in a sustainable supply chain, specifically purchasing and procurement of materials, inventory flow and control, storage and material handling in warehousing, economics of mode of transport, and distribution and shipment. This industry-focused specialisation has professional recognition by the Chartered Institute of Logistics and Transport (CILTA). Graduates of Supply Chain and Logistics Management are eligible to apply for membership, however, it should be noted that it is not compulsory to join CILTA in order to work in the profession or associated fields.

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit</th>
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<tbody>
<tr>
<td>BMO2201</td>
<td>Distribution Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO2202</td>
<td>Purchasing and Supply Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO2203</td>
<td>E-Supply Chain Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO2181</td>
<td>Operations Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO3123</td>
<td>Integrated Supply Chain Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO3418</td>
<td>Transport and Logistics Management</td>
<td>12</td>
</tr>
<tr>
<td>BMO3419</td>
<td>Supply Chain Analytics</td>
<td>12</td>
</tr>
</tbody>
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**BSPTOM Tourism Management**

**Locations:** Footscray Park, City Flinders

Equip yourself with the skills and knowledge to develop, operate, manage and market sustainable tourism businesses and destinations with the Bachelor of Business Tourism Management specialisation. Gain the theoretical and practical knowledge required to design and deliver tourism products and experiences, and to apply effective business management techniques to the operation of tourism enterprises. You will learn about current trends and issues facing the tourism industry, the meaning and practice of tourism planning and sustainable destination management, and project methodologies and investigation techniques to better understand and solve problems facing tourism organisations. You will also benefit from the compulsory one-year, full-time co-operative education component, allowing you to apply new skills in a real work environment.

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Title</th>
<th>Credit</th>
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</thead>
<tbody>
<tr>
<td>BHO2005</td>
<td>Hotel and Resort Operations Management</td>
<td>12</td>
</tr>
<tr>
<td>BHO2006</td>
<td>Introduction to Tourism Hospitality and Events</td>
<td>12</td>
</tr>
<tr>
<td>BHO2193</td>
<td>Tourism Product Design and Delivery</td>
<td>12</td>
</tr>
<tr>
<td>BHO2301</td>
<td>Sustainable Operations</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>
<tr>
<td>BHO3510</td>
<td>Hospitality, Tourism &amp; Events Industry Project</td>
<td>12</td>
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</tbody>
</table>
On successful completion of this unit, students will be able to:

1. Demonstrate a conceptual understanding of accounting theory and concepts, including the regulatory and conceptual frameworks that influence accounting practice and business transactions;
2. Review, analyse, adapt and apply the theoretical and technical knowledge in accounting in diverse contexts, and business structures;
3. Analyse and apply information with initiative and judgement in order to both anticipate and solve financial business problems in contemporary financial systems;
4. Articulate the accounting concepts and theories that relate to particular business transactions and issues; and
5. Employ planning and organisational skills to achieve group goals.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3 x 3 hr class Week 4: 2 x 3 hr class


Assessment: Test, Multiple Choice Questions, 5%. Test, Practical Questions, 15%. Exercise, MYOB Exercise, 20%. Examination, Practical Questions and Short Answer, 60%.

BAO2001 Corporate Finance

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BAO1101 - Accounting for Decision Making Does not apply to students completing; BBBC Bachelor of Commerce (Applied Finance), BBLF Bachelor of Commerce (Applied Finance)/Bachelor of Laws, LLHB Bachelor of Laws (Honours)/Bachelor of Commerce (Applied Finance)

Description: This unit investigates alternative financing proposals that firms may face in both the shorter and longer term. Through this process students develop a high level of financial literacy enabling them to investigate, analyse and synthesise complex financial information including knowledge of theoretical and practical developments in finance and solving complex problems through the application of specific techniques of analysis.

Credit Points: 12

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

1. Critically reflect on the financial press and interpret the information in relation to Australian and global financial institutions;
2. Critically review the theoretical and practical developments in finance in our dynamic, global context;
3. Deconstruct matters relating to Corporate Finance and propose resolutions to identified problems;
4. Adapt the application of specific techniques of analysis in solving Corporate Finance problems; and
5. Investigate the impact of alternative financing proposals that a firm may face in both the short and long term and argue recommendations.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3 x 3 hr class Week 4: 2 x 3 hr class


Assessment: Test, Test, 15%. Test, Test, 15%. Assignment, Assignment, 10%. Examination, Final Examination, 60%. Financial calculators may be used in the final examination.

BAO2202 Financial Accounting

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BAO2000 - Accounting Information Systems Does not apply to students completing; BBBC Bachelor of Commerce, BBLF Bachelor of Commerce (Applied Finance)/Bachelor of Laws, LLHB Bachelor of Laws (Honours)/Bachelor of Commerce (Applied Finance)

Description: The objective of this unit is to provide students with knowledge of financial accounting concepts, principles, procedures and regulations. Students will apply accounting concepts and accounting standards to measure, recognise, classify and disclose specific business transactions and other accounting information. Students are required to use accounting concepts and accounting standards to analyse and prescribe accounting treatment for business transactions, evaluate disclosure requirements and develop 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.

Credit Points: 12

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

1. Analyse the conceptual framework underlying financial accounting and conceptualise its theoretical foundation;
2. Analyse and prescribe accounting treatment for complex business transactions along with reporting requirements using related accounting standards;
3. Synthesise accounting concepts to resolve accounting issues using high level judgement;
4. Compose financial statements using current accounting standards; and
5. Working collaboratively, evaluate and present supplementary information and professional requirements for disclosing this information in the notes attached to financial statements.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3 x 3 hr class Week 4: 2 x 3 hr class

Required Reading: Financial Accounting Does not apply to students completing; BBBC Bachelor of Commerce, BBLF Bachelor of Commerce (Applied Finance)/Bachelor of Laws, LLHB Bachelor of Laws (Honours)/Bachelor of Commerce (Applied Finance)

Assessment: Test, Online Quizzes 3 Progressive Assessments (6%, 7%, 7%), 20%. Test, Class Tests 3 Progressive Assessments (15%, 15%, 20%), 50%. Assignment, Group Assignment, 20%. Presentation, Group Presentation, 10%.

BAO2203 Corporate Accounting

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BAO2202 - Financial Accounting

Description: This is the third specialist accounting unit in the Bachelor of Business
(Accounting), and (Banking and Finance) and a core unit in the Bachelor of Commerce (Applied Finance major). The unit explores how and why corporations report to the many and varied users of accounting information. For this information to be useful for economic decisions, it is argued that the information disclosed by corporations should possess certain qualitative characteristics. The students will investigate these characteristics through the general structure underlying corporate reporting as well as more specific examples of corporate accounting practices. A major focus is on applying accounting standards for the preparation of financial statements and corporate reports.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Record transactions for companies in order to produce external financial reports required under regulatory and conceptual frameworks;
2. Deliberate on the implications of the information contained in the financial reports and communicate these to the relevant parties;
3. Demonstrate initiative, professional judgement and the technical skills required to record and report transactions suitable for specified purposes and audiences;
4. Critically evaluate the accounting concepts and theories underlying corporate reporting in their relevance to addressing complex and emerging problems in corporate accounting; and
5. Exhibit individual responsibility and accountability for contributions to group outcomes.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Multiple choice, short theory and practical questions, 20%.
Assignment, Case Studies, 20%. Examination, Multiple choice, short theory and practical questions, 60%.

BAO2204 Management Accounting

Locations: Footscray Park, VIC Sydney, City Flinders.

Prerequisites: BAO1101 - Accounting for Decision Making

Description: This is the second specialist accounting unit in the Bachelor of Business (Accounting), and (Banking and Finance). The unit is concerned with the multi-faceted challenges facing the function of management accounting in contemporary organisations. The students will be equipped with the specialist knowledge relevant technical skills to address these challenges. Topics include strategic planning and control, operational planning and control, cost system design, evaluation of product/service costing methodologies and sustainability. Students will engage in a range of learning activities involving readings, research, exercises, guided discussions, and an examination analysis.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Create management reports demonstrating understanding of specialised knowledge that assist senior management to control routine and non-routine business performance;
2. Appraise information contained in management reports and present and defend suggestions about possible corrective action; and
3. Adopt a range of principles and complex techniques to critique management reports; and
4. Critically evaluate sustainability reports of companies and their capacity to address important, complex and unpredictable problems in management accounting.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x2hr class Week 4: 2x3hr class


Assessment: Test, Multiple choice test, Short theory and practical questions, 30%.
Examination, Final Exam: Practical and short theory questions, 70%.

BAO3300 Personal Financial Planning

Locations: Footscray Park, VIC Sydney.

Prerequisites: Nil.

Description: The aim of this unit 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 will be able to:
1. Articulate an understanding of the financial services industry in Australia; the changing regulatory framework; and how behavioural, economic, political and sociological factors impact upon the financial planning process and individual circumstances;
2. Scrutinise the principles of strategic and ethical financial planning, and the range of financial planning decisions involved in developing a personal financial plan;
3. Appraise the diversity of financial products and services available and the basis of selection to meet the specific goals and objectives of client and use this information to produce a financial plan and substantiate decision making;
4. Apply basic financial planning skills in formulating a financial plan designed to meet the needs and objectives of a specific client; and
5. Investigate the impact of risk preferences, taxation, superannuation, social security and estate planning considerations in the development of financial plans; and
6. Collaborate with peers, while demonstrating responsibility and accountability for own learning, to deliberate on ideas using effective communication skills in a group setting.

Class Contact: Seminar 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Class test, 10%. Assignment, Group Assignment, 25%. Presentation, Presentation of Assignment, 5%. Examination, Final Exam, 60%.

BAO3306 Auditing

Locations: Footscray Park, VIC Sydney.

Prerequisites: BAO2203 - Corporate Accounting

Description: This is one of the final year recommended elective units in the Bachelor of Business (Accounting) degree. This unit can be studied as an elective to satisfy CPA admission. However, this unit must be completed to satisfy CAAnZ admission. The unit aims to familiarise the students to some of the key tasks used by auditors for collecting and evaluating evidence, in both manual and computerised accounting information systems, so as to enable them to express an opinion on the fair presentation of the financial statements. The unit also aims to provide students with an insight into the current environment in which auditors operate, including legal liability, ethical and other professional aspects such as the “audit expectation gap”. As such, the subject provides both a conceptual and practical 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 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 with/between group interaction skills.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Develop an understanding of the reasons for the existence of a societal demand for audit and assurance services, and an understanding of the current environment in which auditors operate, including legal, ethical and professional aspects.

2. Familiarise the audit process and the techniques used by auditors including business risk analysis, internal control assessment, evidence collection and evaluation, use of computer assisted audit techniques and audit reporting.

3. Develop an insight into the audit of specific transactions and account balances.

4. Be aware of the auditor's responsibility in completing an audit.

5. Obtain an understanding of other assurance engagements.

**Class Contact:** Lecture 2.0 hr Tutorial 1.0 hr

**Required Reading:** Gay, G., Simnett, R., 2015, 6th edition Auditing and Assurance Services in Australia McGraw-Hill, Australia. Recommended readings will be made available via the unit VU Collaborate site.

**Assessment:** Test, Multiple choice questions, 20%. Assignment, Real life case study, 20%. Examination, Theory based short answer questions and case studies, 60%.

**BAO3009 Advanced Financial Accounting**

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

**Prerequisites:** BAO2003 - Corporate Accounting

**Description:** This is a final year specialist accounting unit in the Bachelor of Business (Accounting). It aligns with the core knowledge area of accounting theory for accounting professional accreditation bodies CPA Australia and Institute of Chartered Accounting Australia (ICAA). This subject is concerned with developing students' appreciation of the roles that theory and practice have played in the development of financial reporting. Accounting students are faced with the challenge of developing technical skills as well as developing independent learning skills as required by the business community and by the professional bodies. As future accounting professionals, an appreciation of accounting theories allows students to think more critically about the building blocks of financial reporting and how they are used in practice. The subject examines various theories that investigate and critique the roles of financial accounting in decision-making and theoretically appraise financial accounting practice and regulation. Contemporary issues, including measurement, the conceptual framework, convergence with the International Financial Reporting Standards and corporate sustainability reporting are examined in the context of various accounting theories including normative accounting theories and positive accounting theories. Students will engage with the content through a range of activities associated with contemporary cases and issues. Activities will include peer learning, discussions and online activities. Student learning will be guided and assessed through a semester test, an individual assignment and an exam.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Articulate an enhanced understanding of the role of theory in the development of accounting and the financial reporting environment;
2. Critically reflect on and evaluate theories that explain financial and non-financial reporting;
3. Critique various measurement models and their impact on financial reporting in order to improve skills in exercising professional judgement in accounting practice;
4. Elucidate factors that influence financial and non-financial accounting practice with reference to a broad and coherent body of theoretical knowledge;
5. Critically analyse and justify accounting standards that apply to financial reporting;
6. Evaluate issues relevant to the recognition of accounting elements and reporting contained in financial statements;
7. Critically reflect on theories of, and approaches to, corporate social and environmental accountability and reporting as means to contribute to a more equitable and sustainable world; and
8. Debate issues concerning the roles of accounting standards in local and global communities.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr


**Assessment:** Test, Multiple Choice Questions; short answer questions and case study, 20%. Research Paper, Individual research, 20%. Examination, Short answer questions, practical questions and case study, 60%.

**BAO3402 International Banking and Finance**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This is a third year specialist unit in the Bachelor of Business (Banking and Finance) and Bachelor of Business (International Trade). The unit of study is concerned with how corporations manage cash flows generated in their international trading operations while addressing the various forms of risk related with international businesses. Students will apply theories in economics and finance to analyse problems and challenges that the international financial environment presents to modern day corporate financial managers. The management aspect of international financial corporations and the international banking environment and institutional structure and their operations are emphasized. Students will develop knowledge and skills in international banking and finance through engagement in a wide range of learner-centred activities that include online discussions and peer learning.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Analyse financial and banking decisions of globally operated businesses on the basis of critical reflection on conceptual and practical knowledge regarding the functioning of the foreign exchange market and international financial markets and instruments;
2. Critically review and apply a broad range of theories and concepts to examine the behaviour of international finance and banking operations;
3. Evaluate and apply technical knowledge to appraise the distinctive nature of international financial management decisions and emphasise the significance of managing foreign exchange exposure;
4. Critically evaluate various hedging approaches and techniques in order to exercise and defend professional judgement in managing currency exchange risk within the foreign exchange market;
5. Advocate and justify short-term and long-term investment, financial and cash management decisions in a global context; and
6. Collaborate in an ethical, socially responsible and effective manner within a team to address important and complex challenges that the international financial environment presents to modern day corporate financial managers.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr


**Assessment:** Test, Week 4 Test, 5%. Test, Mid-semester test, 15%. Report, Critical Review Report, 20%. Examination, Final Examination - 3 hour all topics, 60%. Note: Any handheld calculators may be used in examinations.

**BAO3403 Investment and Portfolio Management**

**Locations:** City Flinders.

**Prerequisites:** BAO1101 - Accounting for Decision Making

**Description:** This unit addresses problems and challenges that the international financial environment presents to modern day investment analysts and fund managers. It interrogates investment analysis and portfolio management while...
addressing asset allocation decisions, securities markets organization, functioning and indexes. Students will apply theories in economics and finance namely Efficient Market Hypothesis (EMH), modern portfolio theory, Capital Asset Pricing Model (CAPM) and multifactor models to analyse asset pricing, equity, bond, and derivatives valuation and managing securities portfolio and evaluation of portfolio performance.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse a range of pricing models including Capital Asset Pricing Model (CAPM) and multifactor models with reference to both conceptual and practical implications arising in investment settings, asset allocation decision-making, the functioning of securities markets, indexes, and achieving capital market efficiency;
2. Critically review economic and financial theories and concepts through the examination of security valuation and portfolio construction;
3. Derive, evaluate and apply technical knowledge to achieve ethical and professional outcomes relevant to the distinctive nature of derivative securities in a variety of local and global contexts;
4. Critique a range of portfolio evaluation approaches and techniques to evaluate professional portfolio manager’s performance;
5. Exhibit effective interpersonal skills to collaborate with and influence team members, respecting the diversity of team contributions and commitment to achieving team outcomes whilst assuming responsibility and accountability for their own learning and professional practice; and
6. Elucidate independent expositions of knowledge and ideas to clearly, coherently and succinctly address complex and unpredictable problems.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr
Assessment: Examination, Final Examination, 50%.

BAO3404 Credit and Lending Decisions
Locations: City Flinders.
Prerequisites: BEO2000 - Financial Institutions and Monetary Theory
Description: This is one of the final year specialisation units in the Bachelor of Business (Banking and Finance) degree. This unit provides insights into lenders perspectives on prudent credit risk assessments of consumers and businesses. Students will critically review aspects of risk for financial services firms, particularly commercial banks, credit unions and investment banks such as: credit origination, analysis and management, including the lending functions. Topics under investigation include: the principles of lending, credit risk management and modelling, analytical tools to judge credit worthiness of prospective borrowers, analysis of business and personal loans, small business finance, corporate lending, project finance, leasing, securitization, regulatory aspects of credit risk management, problem loan management, evolution of risk management approaches and credit derivatives.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Justify and argue how accounting practice can inform management decisions about planning, action and accountability and reduce risk and uncertainty;
2. Resolve complex problems by recommending appropriate managerial accounting information, including, communication and interpersonal strategies in a given context;
3. Exemplify managerial accounting activities using manual and electronic means including advocating ethical considerations in managerial accounting activities; and
4. Work effectively and collaboratively in teams and investigate the sustainability performance practice of selected multinational organisations applying and make recommendations for improvement.

Class Contact: Seminar 0.6 hrs equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the College of Business.
Required Reading: Topic notes; tasks and further readings are available via VU Collaborate.
Assessment: Examination, Final Examination, 50%.

BAO5522 Managerial Accounting
Locations: VU Sydney, City Flinders.
Prerequisites: Nil.
Description: This unit aims to develop students’ ability to deal confidently with the multifaceted challenges facing the function of management accounting in contemporary organisations. The areas covered include: the modern role of management accounting: strategic analysis and planning; operational planning and control; product and service costing; operational and financial budgeting; capital budgeting; and cost-volume profit analysis. Professional practice will be further enhanced through the development of technical and creative skills such as calculations, reporting, analysis and interpretation undertaken using manual methods and Excel spreadsheets.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse a range of pricing models including Capital Asset Pricing Model (CAPM) and multifactor models to analyse asset pricing, equity, bond, and derivatives valuation and managing securities portfolio and evaluation of portfolio performance.
2. Prepare a comprehensive lending submission; and
3. Critically review the lending activities of financial institutions and assess the risks associated with these activities by employing the basic principles governing bank lending; and
4. Restructure credit proposals to best suit the needs of both the borrower and lender; and
5. Discuss and analyse the broader issues involved in a financial institution’s management of its credit risk.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

BAO5524 Professional Auditing
Locations: VU Sydney, City Flinders.
Prerequisites: BAO5525 - Financial and Corporate Accounting
Description: This unit of study provides students with knowledge and appreciation of the objectives and limitations of an audit, including a theoretical understanding of key auditing principles, concepts and practices, which comprise the audit process. Specifically, the unit of study develops professional and technical skills by exploring 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. 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 computer software (MYOB). These include: research, problem solving, and analytical skills; written and presentation skills; and group interaction.
skills.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review why audit and assurance services are essential and argue their need in the current environment in which auditors operate, including legal, ethical and professional aspects;
2. Interpret the key auditing principles, concepts and practices used by auditors to gather evidence and make judgments in order to form an audit opinion on the fair presentation of financial reports;
3. Validate key audit procedures by using them in the audit of specific transactions and account balances in a large organisation; and
4. Exemplify professional practice by acting ethically and responsibly in completing an audit collaboratively.

Class Contact: Seminar 3.0 hrs


Assessment: Test, Mid Semester Test - 50 minutes, 20%. Assignment, Group Assignment - Case Study, 20%. Examination, Final Examination - 3 hours (all topics), 60%. 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: VU Sydney, City Flinders

Prerequisites: BAO5543 - Accounting Systems and Processes

Description: This unit of study extends understanding of accounting concepts and their application to the corporate form of ownership. This unit takes a critical approach to accepted corporate reporting practices and current developments in accounting and financial regulation for corporations and further develops professional practice through concepts such as accounting for the issue and reorganisation of share capital; inter company investments; specific corporate financial accounting practices, including accounting for company income tax; impairment and revaluation of assets; intangible assets. The unit also examines financial reporting issues as relevant to contemporary multinational businesses.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Deconstruct business problems by interrogating a range of data including analysing and interpreting quantitative economic and financial and business data;
2. Justify the most suitable accounting model for a given organisation/context;
3. Analyse complex business models;
4. Interpret findings through quantitative analysis; and
5. Advocate the findings effectively to business and to broader audiences.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr Lecture and tutorial should be held in the same room.


Assessment: Test, Mid Semester Test, 30%. Assignment, Consolidation Assignment, 20%. Examination, Final Exam, 50%. The above assessments have a total equivalent word count of 7000 to 8000 words.

BAO5534 Business Finance

Locations: VU Sydney, City Flinders

Prerequisites: Nil

Description: This unit introduces students to the theory and application of business finance. With the emphasis on publicly listed companies, topics covered include the corporate objective of management; investment evaluation models; valuation of equity and debt instruments; issues in risk and return; portfolio theory; asset pricing models; cost of capital and issues in capital structure. The unit of study provides students the necessary knowledge and skills making business financial decisions to maximise firm value.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically evaluate and apply quantitative business finance techniques and methodologies for valuing financial instruments;
2. Demonstrate a thorough conceptual understanding of portfolio theory and its application to price risky assets;
3. Estimate the appropriate cost of capital for investment appraisal purposes;
4. Critically evaluate and apply various capital structure theories in making business financing decisions;
5. Critically evaluate and apply firms’ investment project decisions using capital budgeting techniques; and
6. Compose and effectively communicate analyses and recommendations to assist in financial decision-making throughout the corporate cycle.

Class Contact: Seminar 3.0 hrs

Required Reading: Gitman, Lawrence J. and Zutter Chad J. (2014). 14th Ed. (Global Edition), Principles of Managerial Finance Pearson, French Forest, NSW.

Assessment: Test, Practical and Theoretical Short Answer Questions, 10%. Test, Practical and Theoretical Short Answer Questions, 20%. Case Study, Group Assignment — Case Study Analysis, 20%. Examination, Final Examination, 50%.

BAO5535 Issues in Contemporary Accounting

Locations: VU Sydney, City Flinders

Prerequisites: BAO5525 - Financial and Corporate Accounting

Description: This unit of study is the capstone accounting unit of postgraduate accounting study. The unit draws upon, and further develops, students’ prior knowledge of accounting. The unit is designed to develop students’ analytical and critical thinking skills. It investigates and analyses aspects of the conceptual foundations of financial accounting; the relationship between financial accounting theories and accounting practices; Contemporary issues, including global harmonisation of international financial reporting standards, industry based various measurement issues, accounting for carbon emissions, and the rise of big data accounting are examined.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review and interpret the role of theory in the development of accounting;
2. Conceptually map the interaction of the various parties involved in the regulation of financial reporting, both locally and globally;
3. Understand the role of culture, values and dispositions in achieving consensual outcomes through consideration of the benefits and limitations of the international harmonisation of financial reporting standards;
4. Critically analyse measurement issues and their effect on financial reporting practice;
5. Exercise sound professional judgements on issues relevant to the recognition and reporting of information contained in financial statements, as prepared in accord with accounting standards;
6. Evidence advanced level personal autonomy and accountability within collaborative decision making activities in achieving ethical and socially responsible team outcomes; and
7. Assess the impact of Information and Communications Technology and big data on the accounting profession.

Class Contact: Seminar 3.0 hrs

Required Reading: There are no texts prescribed for purchase. Reading lists will be issued well in advance of each seminar. Prescribed readings will be posted for student access on the Online Learning Management System: VU Collaborate.
BA05543 Accounting Systems and Processes

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit introduces students to financial accounting concepts and practices required for processing transactions and producing and interpreting accounting reports within the context of accounting standards and internal and external user requirements. It develops students' professional attributes as they investigate transactions and financial reports that face contemporary businesses. The unit also critically comments upon international financial accounting issues.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse, interpret and communicate financial information required for decision making and accountability by local and global organisations and external stakeholders;
2. Exemplify the role of culture, values and dependencies in achieving consensus outcomes through the performance of financial accounting activities using manual and electronic means;
3. Recommend creative sustainable solutions to complex financial accounting problems through analytical, persuasive communication and interpersonal skills; and
4. Evidence high level personal autonomy and accountability within collaborative decision making activities in achieving ethical and socially responsible team outcomes.

Class Contact: Seminar 3.0 hrs

Required Reading: Topic notes, tasks and further readings are available via VU Collaborate.

Assessment: Assignment, 20%. Test, 20%. Examination, 60%.

BA05573 International Financial Management

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: International Financial Management focuses on corporate decision-making in an international context. The course interrogates conceptual frameworks and models applicable to key financial decisions of multinational or transnational firms. Students will develop capacities required to make professional, evidence-based decisions drawing on theoretical knowledge and professional analytical techniques to resolve complex unpredictable problems related to international financial management. Building on principles of corporate finance, students will also conduct strategic analysis and provision of a foreign exchange managerial advice for companies.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect how foreign exchange markets operate in our contemporary, dynamic environment;
2. Challenge the management of different types of foreign exchange exposure and justify position;
3. Argue creative solutions to various risks faced by multinational and transnational firms and make appropriate ethical, sustainable recommendations;
4. Contextualise the output of economic policy advice in multinational investment decisions in volatile markets, advocating consideration for global communities; and
5. Critically review the current strategic issues related to foreign investment decisions for companies and collaboratively recommend evidence-based strategies for future financial management.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr


Assessment: Test, Mid semester test, 20%. Assignment, Group Assignment including report and presentation, 30%. Examination, Final examination, 50%.

BA05574 Financial Analysis

Locations: Victoria University Online, VU Sydney, City Flinders.

Prerequisites: Nil.

Description: Financial analysis is an important skill for managers in the complex local and global business environment. The unit takes a multidiscipline approach to develop advanced analytical, planning and decision making skills. This unit proposes a theoretical framework for effective and efficient use of financial statement information for business analysis. It identifies and evaluates the key analytical framework components: financial statement, business strategy, accounting, financial,
and prospective. This framework is then applied to a variety of complex decision making contexts including security analysis, credit analysis, corporate financing policies analysis, merger and acquisition analysis, and management communications analysis.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Argue reasons for the lending activities of financial institutions and justify the risks associated with this activity;
2. Critically review various lending facilities required by customers in a range of Australian and international financial institutions;
3. Work collaboratively and interweave the issues related to lending to various forms of legal form, including, individuals, corporations, partnerships, trusts and associations, and report recommendations; and
4. Critically analyse and justify lending proposals of corporate, business, and consumer clients.

**Class Contact:** Lecture: 2.0 hrs; Tutorial: 1.0 hr


**Assessment:**
- Test, Theory questions and case studies, 15%.
- Assignment, Assignment, 10%.
- Report, Analyse’s report on a publicly listed company (group assignment), 25%.
- Examination, Final exam, 50%.

**BAO5746 Credit and Lending Management**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** The unit 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. Complex ideas and concepts related to credit policy, retail lending, commercial lending, corporate lending and corporate services and valuation of assets will be explored. In addition, methodologies related to structuring a loan, traditional techniques for credit analysis, distressed firm prediction and reviewing of the newer models of assessing credit risk e.g. term structure models, mortality models and option model will form part of this unit.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Argue reasons for the lending activities of financial institutions and justify the risks associated with this activity;
2. Critically review various lending facilities required by customers in a range of Australian and international financial institutions;
3. Work collaboratively and interweave the issues related to lending to various forms of legal form, including, individuals, corporations, partnerships, trusts and associations, and report recommendations; and
4. Critically analyse and justify lending proposals of corporate, business, and consumer clients.

**Class Contact:** Seminar: 3.0 hrs


**Assessment:**
- Test, Theory questions and case studies, 15%.
- Assignment, Assignment, 10%.
- Report, Analyse’s report on a publicly listed company (group assignment), 25%.
- Examination, Final exam, 50%.

**BAO5747 International Portfolio Management**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit introduces the process of managing investment portfolios and focuses on funds management at the institutional, rather than personal, level. Students will explore the continuous and systematic decision-making process underlying the management of publicly offered investment funds. The unit explores and analyses the theory, concepts, tools and techniques of fund management in a global environment. Traditional approaches to funds management will be examined in detail and will provide a background for the evaluation of emerging paradigms and techniques in the funds management industry.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically review investment concepts, theories and analytical techniques employed in the process of managing institutional investment portfolios;
2. Recommend creative, defensible and sustainable solutions in different institutional investment contexts;
3. Exemplify the role of culture, values and dispositions in achieving consensus outcomes through consideration of procedures for managing investment portfolios in the context of globally integrated financial markets, particularly in respect to diversification, risk classes, currency issues and hedging techniques;
4. Exemplify professional practice in funds design and decision-making; practical allocation of funds across asset classes and within different financial markets (industries); portfolio optimisation, portfolio monitoring, market sector volatilities and risk management and; measurement and evaluation of funds managers’ performance; and
5. Evidence high level personal autonomy and accountability within collaborative decision making activities in achieving ethical and socially responsible team outcomes.

**Class Contact:** Seminar: 3.0 hrs

**Required Reading:** Meggin, Tuttle, Pinto and McLeavey 2007 3rd ed Managing Investment Portfolios: A Dynamic Process, (Text and Workbook) John Wiley and Sons

**Assessment:**
- Assignment, Group Research Presentation, 25%.
- Assignment, Managed Portfolio Report, 25%.
- Examination, Final Examination, 50%.

**BAO6504 Accounting for Management**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This focus of this unit is the role of accounting in managing an organisation within an increasingly complex business environment. This unit covers the fundamental accounting concepts and practices, which enable informed management planning and decision making to occur. An analysis framework will be introduced that could be applied to assess an organisation’s profitability, liquidity and solvency. Topics include: the concept of Income Statements as a performance report, the Balance Sheet as a statement of financial position, Cash and Accrual Accounting systems, cash flow management, budgeting, internal control and stock volume-price behaviour, and incremental analysis decision making.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically review investment concepts, theories and analytical techniques employed in the process of managing institutional investment portfolios;
2. Interpret and critically assess financial statements for sound performance management;
3. Apply knowledge of accounting analytical techniques to improve performance and evaluate potential for sustainable value creation;
4. Demonstrate accountability in autonomous and collaborative judgements and innovative strategic thinking in response to contemporary and future accounting challenges;
5. Clearly articulate the financial situation of the organisation and recommend strategic options and tactical initiatives; and
Class Contact: Seminar 0.5 hrs


Assessment: Test, Multiple choice, short answer questions, and calculation problems, 20%. Report, Complete a company financial analysis report (Group Assignment), 20%. Examination, Exam covering topics—discussed during the term, 50%. Other, Class presentation and online discussion, 10%.

BA06714 Computerised Accounting in an ERP System

Locations: VU Sydney, 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. Professional practice in the area will be developed through building theoretical knowledge of the use of ERP systems, in conjunction with competency in the practical use of an ERP system to facilitate financial and management accounting in contemporary settings. In addition, 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 will be reviewed in relation to various organizations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse the various ERP vendors and ERP products on the market and evaluate the different hardware/software acquisition alternatives for different business contexts;
2. Integrate the different approaches to organising an information system, such as best-of-breed, ERP, and enterprise application integration;
3. Critically evaluate and validate, from an accounting perspective, an ERP implementation for large organisations;
4. Elucidate how master data is organised in an ERP system to resolve complex business problems;
5. Debate how multinational companies handle a variety of currencies, languages and different reporting requirements in accordance with standards relevant to an international context; and
6. Recommend various control mechanisms in the ERP system and justify professional judgements to both specialist and non-specialist audiences.

Class Contact: Lecture 1.5 hrs; Tutorial 1.5 hrs

Required Reading: Students will be provided with SAP FICO practical workbook of 7 modules covering each topic of the unit.

Assessment: Assignment, Practical Assessment (online submission), 20%. Test, Theory Test, 20%. Test, Practical Test, 30%. Research Paper, Research Project, 30%.

BB83000 Cooperative Education

Locations: Online.

Prerequisites: Prior approval/authorisation from the Work Integrated Learning Department must be received before students can enrol in this unit. Students should refer to staff in the Centre for Work Integrated Learning, College of Business, by email to wil.business@vu.edu.au (or at G302 @ FP, or FS 1047 @ CF) for further information relating to registration and preparation for the WIL Program as well as details on the established criteria and procedures for enrolment and successful completion.

Description: Students will reflect on their capacity for effective collaboration within a five month multidisciplinary full-time professional work experience. This critical reflection will focus upon their professional identity and how they participate in effective resolution of contemporary workplace-based professional challenges. The dynamic of personal as well as professional dimensions will be appraised in specific contexts. Through the compilation of a career portfolio, students will structure corroborating evidence of the maturation of their skills and capabilities for contemporary, ethical professional practice. This maturation of situation-appropriate professional practice will be located within a helicopter view of networks and professional contacts for sustaining professional capacity and develop careers within their industry sector. All activities for this Unit must be pre-approved and authorised by the respective Work Integrated Learning - Workplace - Coordinator. Credit will not be approved retrospectively for unauthorised activities.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Negotiate their own professional role in a multidisciplinary team/workplace exemplifying the values inherent in their professional identity, and reflecting on the role that culture, values and individual dispositions have in achieving the team’s goals;
2. Resolve professional and interprofessional conflicts, through negotiated, collaborative, development of acceptable solutions;
3. Evidence the maturation of personal and professional skills advocated for an ethical, contemporary professional in their chosen sector;
4. Network strategically selecting professional contacts within their chosen industry sector; and
5. Integrate critical thinking, effective decision-making and professional judgement in the recommendation of context-specific resolutions to contemporary workplace-based challenges.

Class Contact: This unit will be delivered online, and where practical, supported by site visits by Work Integrated Learning Officers.


Assessment: Report, Career Plan Report, 20%. Journal, Reflective Journal, 40%. Portfolio, Evidence-based Career Portfolio, 40%. 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.

BB83100 Business Integrated Learning

Locations: Online.

Prerequisites: Prior approval/authorisation from the Work Integrated Learning Department must be received before students can enrol in this unit. Students should refer to staff in the Centre for Work Integrated Learning, College of Business, by email to wil.business@vu.edu.au (or at G302 @ FP, or FS 1047 @ CF) for further information relating to registration and preparation for the WIL Program as well as details on the established criteria and procedures for enrolment and successful completion.

Description: Students will reflect on an 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 professional 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. All activities for this unit must be pre-approved and authorised by the respective Work Integrated Learning, Workplace Co-ordinator. Credit will not be approved retrospectively for unauthorised activities.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically evaluate their own technical and generic skills in relation to those required by their chosen profession or employer;
2. Diagnose areas of personal and professional skills development and develop appropriate strategies to address the skills gaps identified;
3. Gather evidence of their experiences and skills and discriminate between alternatives for inclusion in a career portfolio;
4. Initiate the development of networks and personal contacts within their chosen industry sector; and
5. Critically reflect on the integration of their academic and workplace learning.

**Class Contact:** This unit will be delivered online, and where practical, supported by site visits by Work Integrated Learning Co-ordinators.


**Assessment:**
- Report, Situational Analysis Report, 40%.
- Report, Career Plan Report and Self Appraisal, 40%.

Students are required to undertake a minimum of 150 hours of approved industry experience, accompanied by evidence from the employer/host organisation.

### BBB7000 Internship

**Locations:** City Flinders.

**Prerequisites:** Must have successfully completed at least 4 units. Prior approval/authorisation from the Work Integrated Learning Department must be received before students can enrol in this unit.

**Description:** This unit provides students the opportunity to participate in an extended period of work-integrated learning through placement in a professional organisation relevant to the student’s field of study. These activities totalling at least one day per week during Semester or approximately 90 contact hours may be either short-term workplace assignments, projects, internships or “practicums”, part-time or casual employment or voluntary work. It is expected that students undertake tasks, under broad supervision, that reflect a range of work undertaken by employees with similar areas of expertise in that organisation or a single project requiring deep analysis investigation and reporting. Students have the benefit of developing their research and interpersonal skills and their application of key theoretical developments in the professional field of communication while learning in the workplace. All activities for this unit must be pre-approved and authorised by the respective Work Integrated Learning, Workplace Co-ordinator. Credit will not be approved retrospectively for unauthorised activities.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically evaluate their own employability skills as required by their chosen profession or employer;
2. Advocate effective strategies to address the skills gaps identified;
3. Present a clear, coherent and independent exposition of their goals and objectives;
4. Initiate the development of networks and professional contacts within their chosen industry sector; and
5. Critically reflect on the integration of their academic and workplace learning.

**Class Contact:** This unit will be delivered online, and where practical, supported by site visits by Work Integrated Learning Co-ordinators.

### BBB7001 Study Tour

**Locations:** City Flinders.

**Prerequisites:** Must have successfully completed at least 4 units.

**Description:** This unit is designed for students undertaking an approved postgraduate study tour within the College of Business. Students participate in an organised short-term or long-term study tour that combines formal study with experiential learning in a particular culture and society. Students participate in a series of seminars hosted or organised by agencies, institutions or organisations approved by the College.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically analyse cross-cultural business operations to review relevance to other contemporary business situations;
2. Contextualise relationships between the micro and macro environment within contemporary business challenges and opportunities;
3. Synthesise multidisciplinary theories and models as they apply to contemporary business practices;
4. Persuasively advocate recommendations in both written and oral form.

**Class Contact:** Equivalent to a quarter of a semester’s load of full-time study. Format of classes and other learning activities and experiences will be negotiated for each specific program.

**Required Reading:** Selected readings will be made available via the unit VU Collaborate site.

**Assessment:**
- Report, Final report, 50%.
- Journal, Reflective E-Journals, 40%.
- Report, Career Plan Report and Self Appraisal, 20%.

### BBC2005 Doing Business in China

**Locations:** City Flinders.

**Prerequisites:** BEO2002 - International Business Context

**Description:** As the Chinese economy grows, so too does its importance in the global marketplace. Effectively engaging with China’s business and economy requires a diverse set of skills, including a thorough understanding of Chinese history, society and culture, and how these influence contemporary business practices. This unit introduces students to Chinese social, political, legal and economic systems. It examines the business environment with a focus on developing practical skills and knowledge of Chinese business practices, including business culture and communications, business negotiation, organisational structure, and decision making. The unit focuses on providing a deeper understanding of China, taking a broader holistic view by engaging multidisciplinary expertise to further enhance graduate capabilities in working in China and/or negotiating with Chinese businesses.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically analyse the contemporary business environment in China and other countries, and its implications for foreign firms and managers;
2. Synthesise multidisciplinary theories and models as they apply to modern Chinese business landscapes;
3. Work in diverse teams to deliver stated goals and objectives;
4. Synthesise multidisciplinary theories and models as they apply to modern Chinese business landscapes;
5. Critically evaluate the issues confronted by firms doing business in the China, and investigate the uniqueness of the Chinese market,
organizations, and social structure in developing market entry strategies; and 6. Deliberate on cross-border international business management approaches and strategies in China.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class; Week 4: 2x3hr class

**Required Reading:** Selected journal articles and contemporary international business case studies sourced from international business journals, including: The Economist, Asia Pacific Business Review, Journal of Asia-Pacific Business. Readings will be provided to students via W Collab.

**Assessment:** Test, Multiple choice and short answer tests, 30%. Case Study, Case analyses report (2000 words), 50%. Presentation, Case analyses oral presentation, 20%.

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**BBC3002 Portfolio Management**

**Locations:** City Flinders

**Prerequisites:** BA02001 - Corporate Finance BA02202 - Financial Accounting

**Description:** The focus of this unit is to provide students with advanced knowledge of the essential theories, and their application, to the practice of portfolio management. Students will develop the high level analytical skills required to solve increasingly complex portfolio evaluation problems. Real world financial data will be used to construct and manage a diversified institutional portfolio.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Deduce, evaluate and apply conceptual understandings of portfolio management and various valuation techniques to design an optimal investment portfolio;
2. Exhibit contemporary professional practice by emulating authentic decision making in the management of a portfolio according to a specified set of objectives;
3. Critically review, analyse and apply theoretical and technical knowledge to compare equity and fixed-income portfolio management strategies and styles;
4. Apply personal and interpersonal competencies necessary to design, operate and manage an asset allocation scheme for a portfolio;
5. Critically assess the performance of actively and passively managed portfolios;
6. Advocate recommendations, providing substantiating evidence based analytical reviews of alternative options relating to portfolio management in both oral and written form; and
7. Collaborate effectively in an ethical and socially responsible manner to influence others in the achievement of group outcomes while exhibiting accountability for individual responsibilities within the group.

**Class Contact:** Lecture 2.0 hrs; Tutorial 1.0 hr


**Assessment:** Test, Mid-Semester Test, 15%. Assignment, Group Assignment - Managing portfolios, 25%. Examination, Final Examination - 3 hour all topics, 60%.

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**BBC3003 Bachelor of Commerce Study Tour**

**Locations:** City Flinders, Domestic or International locations as specified in each program.

**Prerequisites:** Must have successfully completed at least 16 units of study in the BCom course

**Description:** This unit is designed for students undertaking their last year of the Bachelor of Commerce (Applied Finance) in the College of Business. The BCom Study Tour is a short-term intensive domestic and overseas study tour during summer semester. It blends formal study with experiential learning spanning Sydney, Hong Kong and Shanghai or Sydney and New York or Sydney and London (depending on year of offer). The Study Tour is designed to enhance students’ knowledge and appreciation of the international financial markets, institutions and instruments, as well as monetary systems. Students will also gain a firsthand understanding of international organisations and application of financial techniques/theories across cultures (e.g., financing and risk management decisions of multinational corporations) through immersion in a foreign country, participation in academic seminars conducted by academics of partner institutions, industry visits, group work, and cultural activities. This unit will involve three parts: Pre-embarkation - One week on-campus study involving a series of seminars aiming to equip students to act appropriately and professionally on the institutional visits, and to communicate effectively and ask salient, insightful questions. Students will also develop analytical skills to probe, critically review, and evaluate culturally significant practices.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically reflect upon the workings of the financial systems and institutions of other cultures and societies through experiential learning;
2. Critically analyse the historical, political, and social developments of other cultures to enable effective financial decision making reflecting these contextual factors;
3. Synthesise industry and practitioners’ insights on the challenges of doing business with other cultures to formulate a feasible business entry or expansion strategy;
4. Employ analytical skills to probe, critically review and evaluate culturally significant factors affecting the overseas business environment;
5. Critically commentate upon the role of culture in ethical decision making or problem solving; and
6. Advocate their recommendations in both written and oral form to socially and culturally diverse audiences.

**Class Contact:** Equivalent to a quarter of a semester’s load of full-time study. Unit of study is equal to 12 credit points. Format of classes and other learning activities and experiences will be negotiated for each specific program.

**Required Reading:** Readings will be dependent on specific Study Tour

**Assessment:** Journal, Two reflective journals completed during study tour, 40%. Report, Report reviewing cultural and contextual developments, 10%. Report, Report summarising key learning acquired from study tour, linking finance theories and principles, 50%. The above assessments have a total equivalent word count of 5,000 words.

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**BBC3005 China in the World Economy**

**Locations:** Footscray Park, City Flinders

**Prerequisites:** Nil

**Description:** The emergence and rapid growth of China, and large corporate enterprises within other Asian countries, has given rise to the notion of the Asian Century, one in which China and the Asia-Pacific region is emerging as a major arena for international business and trade. This unit examines the rise of China in the global economy and its impact on international business, trade, and investment, and global economic growth. It analyses China’s economic integration into the world economy and the challenges of increased competitiveness on other major economies. In addition, it examines how China’s participation in regional trade agreements and multilateral agencies such as the WTO has opened up opportunities for trade, investment, and international cooperation, with a particular focus on relations with the USA, EU, Australia and ASEAN. It also provides a strategic perspective on issues facing multinational and domestic enterprises in China, with insights into successful
business models.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Interrogate the economic structure of the Chinese economy, policy reform and international integration strategies;
2. Critically review the drivers of economic growth and development of the Chinese economy, the sustainability of the current development model from an economic and environmental perspective;
3. Critically evaluate trade, investment, labour mobility, technology transfer and the integration of China with key trading partners such as the USA, EU, Australia and ASEAN;
4. Develop a strategic perspective on issues facing multinational and domestic enterprises in China, with insights into successful business models; and
5. Advocate and identify opportunities and challenges for Australian businesses engaging with China with accountability and an evidence base.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hrs

Required Reading: Selected journal articles and contemporary international business case studies sourced from international business journals, including: The Economist, Asia Pacific Business Review, Journal of Asia-Pacific Business. These readings will be provided to students via WU Collaborate.

Assessment: Test, Multiple choice and short answer (1 hour), 20%, Case Study, Case analyses (2000 words), 40%. Examination, Final Exam (2 hours), 40%.

BCO2000 Business Process Modelling

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BCO1102 - Information Systems for Business

Description: This unit examines the modeling of fundamental business processes within an organisation, and the importance of these processes in the organisations functioning. Students will begin by undertaking a process view of organisations and the use of modelling techniques to describe those processes. In particular students will examine Sales and Distribution, Procurement, Fulfilment and Manufacturing Management and how these processes interact. Students will examine industry standard information systems and products used to support these processes and additionally will examine the roles of the different stakeholders, the data and forms used in the processes, the flow of activities in completing the processes and how an information system supports a business process.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Map the process interactions between various organisational functional structures outlining how fundamental business processes including Sales and Distribution, Procurement, Fulfilment and Manufacturing Management generate information;
2. Investigate how information is distributed and used within an organisation;
3. Articulate how contextual analysis informs personal interpretations or conceptualisations of relatively complex business process modelling problems; and
4. Analyze how an information system is used to support business process improvement; and
5. Develop the models and clear, coherent documentation necessary to support a business process, to meet the business and cultural requirements of a specified organisation.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hrs class Week 4: 2x3hrs class


Assessment: Assignment, Business Processes Theory, 25%. Assignment, Business Process Application, 20%. Assignment, Business Process Modelling, 15%. Examination, Final Examination, 40%. - The exam is a hurdle requirement as the learning outcomes associated with the final exam are considered to be critical to the student’s progression in this unit. - To pass this unit a student must achieve a total of 50% or more AND achieve a pass grade on the final exam.

BCO2041 Systems Analysis and Design

Locations: Footscray Park, VU Sydney.

Prerequisites: BCO2000 - Business Process Modelling Pre-requisite does not apply to students completing ESPBUS Education - Business Studies.

Description: This unit examines the methods, tools and techniques used by business analysts in the analysis and design stages of systems development. Students investigate current business practices and tools for constructing system requirements that will enable them to build on their knowledge base and acquire the skills necessary for them to identify and document client needs and systems requirements, and to model data and additionally design functional processes. Students also examine important principles and methods used in the design phase such as input and output design, interface design using usability guidelines, prototyping and software architecture.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Compare and evaluate alternative methodologies used in developing business information systems;
2. Adapt skills to model and design logical and physical systems using a variety of tools, techniques and methods;
3. Interpret recommendations from different development problems and scenarios, justifying the recommendations made with reference to salient contextual considerations of local/global settings;
4. Investigate, analyse and argue key topics relating to systems analysis and design;
5. Develop prototypes of computer based information systems demonstrating initiative and problem-solving judgements to meet simulated client briefs; and
6. Employ effective interpersonal and professional skills to collaborate with and influence team members to achieve a negotiated team outcome while maintaining responsibility and accountability for their own learning and work.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hrs class Week 4: 2x3hrs class


Assessment: Case Study, Group Case Study part 1, 20%. Case Study, Group Case Study part 2, 20%. Examination, Final Examination, 60%. - The exam is a hurdle requirement as the learning outcomes associated with the final exam are considered to be critical to the student’s progression in this unit. - To pass this unit a student must achieve a total of 50% or more AND achieve a pass grade on the final exam.

BCO2149 Database Systems

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BCO1102 - Information Systems for Business

Description: This unit examines the fundamental task of database development and organisation and the importance of Database Management Systems for an organisation's information needs. Students will begin by undertaking a review of industry standard database design and development techniques. In particular students will examine database design, organisation, administration, data retrieval and reporting and how these areas intersect in terms of an organisation's information needs. Students will also examine the relationship of Database Management Systems to application software and the evolution to integrated cross functional systems.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Evaluate the role of a database system within an organisation;
2. Assess the role and function of the different types of database systems used within an organisation;
3. Design a database system using modelling techniques such as entity relationship modelling and normalisation;
4. Classify the different methods used in information delivery within an organisation; and
5. Create database queries using language SQL (Structured Query Language).

Class Contact: Lecture 1.5 hrs Tutorial 1.5 hrs

Required Reading: Council, C, Morris, S & Rob, P 2011, 10th edn, Database Systems: Design Implementation and Management, Cengage Learning. Selected readings will be made available via the unit VU Collaborate site.

Assessment: Assignment, SQL Theory, 20%. Assignment, Entity Relationship Modelling, 15%. Assignment, Normalisation, 15%. Examination, Final Examination, 50%.

The exam is a hurdle requirement as the learning outcomes associated with the final exam are considered to be critical to the student's progression in this unit.

To pass this unit a student must achieve a total of 50% or more AND achieve a pass grade on the final exam.

BCO3442 Information Ethics and Management

Locations: Footscray Park, VU Sydney.

Prerequisites: Nil.

Description: This unit explores the diverse roles of Information Systems Professionals, focusing on the skills and knowledge required for responsible and effective collecting, managing and communicating of information in supervision, support and/or management positions. Students will examine key topics and issues in the Information Systems discipline including ethics, information privacy and security. Furthermore, students will appraise and develop the communication and interpersonal skills required by all information systems professionals to work effectively and ethically in the contemporary business environment. Students will engage with content through a range of activities associated with contemporary scenarios and issues associated with information systems. These activities involve group work, debates and preparing reports. Student learning will be guided and assessed by means of a presentation on Information Systems Ethics, a Business Scenario report, a debate on a contemporary topic or issue and an end of semester exam.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Reflect on, critique and argue perspectives on key issues in Information Systems with reference to a range of academic sources;
2. Devise and justify recommendations in response to Information Systems business scenarios in order to solve important and complex problems in the field; 3. Exhibit specialised knowledge of current and emerging topics in Information Systems in a presentation that features appropriate communication tools;
4. Conceptualise and debate ethical issues associated with Information Systems in the interests of balancing individual and public good; and
5. Propose and defend responses to ethical scenarios in the Information Systems Profession to support effective decision making of Information Systems staff in supervision, support and/or management positions.

Class Contact: Lecture 2.0 hrs

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Presentation, Information Systems Topic or Issue, 15%. Report, Information Systems Business Scenario, 30%. Other, Debate - Information Systems Topic or Issue, 15%. Examination, Final Examination (two hours), 40%.

BCO3447 Information Systems Project

Locations: Footscray Park, VU Sydney.

Prerequisites: NIT2113 - Cloud Application Development NIT2171 - Introduction to ICT Management

Description: This unit aims to provide students with an advanced knowledge of fundamental aspects of information systems and related project development. Students build on the knowledge and skills developed in their previous studies to examine and develop project outcomes that have potential real-world impact in varied global and local contexts. Emphasis will be on project-based total solutions from business cases. Students will critically reflect upon conceptual processes, solution design and deployment in relation to the application of modern technology infrastructure, platforms, and tools such as those from a cloud. This unit is conducted in collaboration with the IBM Academic Initiative Program and its Academic Skills Cloud Program. Students draw on their learning across their degree studies to complete diverse authentic learning tasks which involve problem solving, project planning and scheduling in relation to information systems projects and project management. Themes in project communication are emphasised including effective project reporting and evaluation. Key areas relating to information systems projects are introduced including research skills, business analysis, testing, documentation and user training. Students engage with the content through a range of activities that are grounded in scenario-based learning which contextualise target knowledge and skills. Student learning will be guided and assessed by means of presentations, a project plan and a final project report.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Elucidate key aspects of information systems and their links to real-world examples through team-based collaborations;
2. Conceptually map key concepts in information systems according to business requirements;
3. Critically review a body of relevant theoretical knowledge as the basis for analysis of an information systems business scenario;
4. Evaluate the knowledge and skills necessary to develop both conceptual (e.g. various project documentations) and tangible (e.g. through demonstrations) support for a project outcome;
5. Critically reflect upon cloud-based solutions as means to address complex and important problems in diverse real-world information systems cases;
6. Integrate issues involved in service-oriented design associated with the application of cloud resources; and
7. Advocate and justify recommendations to project stakeholders to address problems in an information systems business scenario in a presentation that utilises effective communication tools.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Project, Project Proposal Presentation, 15%. Project, Requirements Specification Document, 40%. Project, Project Submission, 30%. Presentation, Final Project Presentation and Demonstration, 15%.

BCO5501 Business Process Engineering

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: The unit of study critiques 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, reasoning and implementing processes in a typical business organisation.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Commentate upon and quantify salient issues in the changing business environment and critically reflect on how these modify the response of Business Process Engineering to achieve positive outcomes in such fluid environments;
2. Deconstruct the relationships between actors, workflows, and objects in a business process;
3. Investigate a business process through the framework of Event Controlled Process Chains and Business Process Modelling Notation;
4. Emulate authentic decision-making by designing an effective organisational plan for a workflow and exhibit contemporary professional practice by implementing a workflow using SAP WebFlow;
5. Debate the usefulness of automated workflows for monitoring and controlling business processes with reference to contemporary literature and professional practice; and
6. Productively mediate processes in group activities and elucidate personal accountability and responsibilities for shared outcomes and collaboratively communicate complex concepts to specialist and non-specialist audiences.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr

Required Reading: Selected readings will be made available via the Unit VU Collaborate site.

Assessment: Literature Review, Research Article Review, 25%. Assignment, Design Process Models, 55%. Assignment, Workflow Implementation, 20%.

BCO5651 Enterprise Resource Planning Systems Implementation

Locations: VU Sydney, City Flinders.

Prerequisites: BCO6603 - Enterprise Resource Planning Systems

Description: Students will critically review foundational methodologies, techniques and tools that underpin the successful implementation of enterprise resource planning (ERP) systems. An industry standard system, SAP, will illustrate this professional whole of enterprise integrated approach. This unit raises issues that need to be considered for successful ERP implementation, challenging students to investigate and interpret on a case-by-case basis critical elements including: the ASAP Project life cycle, data conversion, implementation testing and monitoring via project reporting. Students will evaluate a range of implementation strategies and alternative change management models to recommend choices for contemporary organisations operating in a variety of business settings.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Commentate upon and quantify salient issues in the changing business environment and critically reflect on how these modify the response of Business Process Engineering to achieve positive outcomes in such fluid environments;
2. Deconstruct the relationships between actors, workflows, and objects in a business process;
3. Investigate a business process through the framework of Event Controlled Process Chains and Business Process Modelling Notation;
4. Emulate authentic decision-making by designing an effective organisational plan for a workflow and exhibit contemporary professional practice by implementing a workflow using SAP WebFlow;
5. Debate the usefulness of automated workflows for monitoring and controlling business processes with reference to contemporary literature and professional practice; and
6. Productively mediate processes in group activities and elucidate personal accountability and responsibilities for shared outcomes and collaboratively communicate complex concepts to specialist and non-specialist audiences.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr


Assessment: Assignment, Project Planning for ERP, 20%; Assignment, Data Cleansing & Conversion, 20%; Creative Works, Implementation Tool Application & Presentation, 40%. Test, Readiness Tests, 20%.

BCO6007 Business Analytics

Locations: VU Sydney, City Flinders.

Prerequisites: Nil

Description: In order for organisations to gain a competitive advantage, managers need to be able to analyse business data and convert the resulting insights into business decisions. This unit will provide students with the knowledge and skills to understand the organisational decision processes. This involves the understanding of business problems, the associated decisions, the sources of data and how this data will be extracted transformed and analysed and the different analysis tools that support the decision making processes. Students will use a variety of technologies including ERP systems and Business Intelligence solutions to gain skills and professional insights into how information systems can optimally support diverse sector organisations in the 21st century.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse the role of business analytics in supporting decision making in a modern organization, with consideration of the role of culture, values and dispositions in affecting the achievement of business goals;
2. Investigate and assess the different business analytics solutions and their applicability to a variety of decision making requirements in diverse contexts;
3. Eemplify creative and innovative problem-solving of complex professional challenges through the application and adaption of business analytic skills in a variety of business scenarios;
4. Critically reflect upon trends in business analytics and hypothesis on the impact that these will have on contemporary and emerging organizations in the future; and,
5. Deconstruct professional judgements and justify recommendations through corroborating evidence or critical thinking.

Class Contact: Lecture 1.5 hrs, Tutorial 1.5 hrs

Required Reading: There is no one suitable text that covers the content of this unit. The required readings will be a compilation of journal articles and industry reports. A current reading list will be provided at the commencement of the unit. Students are expected to be aware of current trends in the academic literature.

Assessment: Test, Multiple Choice Test, 25%; Laboratory Work, Practical Exercises, 35%; Assignment, Research Assignment, 40%.

BCO6008 Predictive Analytics

Locations: Online, VU Sydney, City Flinders.

Prerequisites: Nil

Description: The advent of information systems has resulted in businesses and governments processing and storing massive volumes of data. Organisations realise the potential insight this data can provide and are applying intelligent methods to process the large information repositories (Big data) to support effective decision making. This unit will provide students with the knowledge and skills to utilise predictive analytics and data mining processes and technologies to gain greater insights into various business scenarios. Students will gain an overview of foundational tools and techniques, supported by industry case studies and hands-on exercises. Students will learn how data mining and predictive analytics can facilitate business intelligence and build analytical capabilities in organisations.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:

1. Contextualise the art and science of predictive analytics to define clear actions that result in improved decisions and business results for contemporary organisations as they operated in the dynamic communities, both locally and globally;
2. Justify the selection, preparation, construction, integration, structure, and formatting of data as effective to ensure predictive models meet the business goals;
3. Appraise appropriate goals for a predictive analytics implementation in organisations and authentically recommend with reference to a specified organisation's strategic priorities and mission and values statements and anticipated changing environment;
4. Critically review the use and assist in the selection of industry standard analytics tools;
5. Investigate the application of sources of information including social data, unstructured text and Big Data sets to provide greater insight to business; and
6. Clearly communicate conclusions to inter-disciplinary audiences demonstrating a high level of personal autonomy and accountability in achieving group outcomes.

Class Contact:
- Lecture 2.0 hrs
- Tutorial 1.0 hr

Required Reading:
Selected readings will be made available via the unit VU Collaborate site.

Assessment:
- Test, Multiple Choice Tests, 25%
- Assignment, Practical Business Case Exercise, 35%
- Essay, Research Writing Assignment, 40%

BCO6181 Enterprise Resource Planning Systems

Locations: VU Sydney, City Flinders.

Prerequisites: BCO6603 - Enterprise Resource Planning Systems

Description: This unit of study enables students to gain an understanding of Enterprise Resource Planning (ERP) systems. The unit of study covers issues associated with the implementation, use and maintenance of different enterprise wide technologies. The project based subject simulates a real life information systems implementation and requires students to understand the associated methodologies, decision points and issues.

Credit Points: 12

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

1. Identify and analyse business information requirements related to ERP systems;
2. Assess and use various information gathering techniques for eliciting user requirements and system expectations;
3. Review and elucidate the essential functionality of different enterprise wide solutions to support effective decision making in response to complex and unpredictable problems as well as simple predictable functionality;
4. Assess the potential impacts of enterprise wide solutions and associated technologies;
5. Critique the future trends of enterprise wide technologies;
6. Work as a responsible, reflective practitioner with a high level of personal autonomy and accountability in achieving individual and group outcomes;
7. Deduce creative solutions to complex challenges faced by contemporary enterprises and argue their position persuasively to a variety of stakeholders.

Class Contact:
- Lecture 2.0 hrs
- Tutorial 1.0 hr

Required Reading: There is no one suitable text that covers the content of this unit. The required readings will be a compilation of journal articles and industry reports.

Assessment:
- Test, Multiple Choice Tests, 25%
- Assignment, Practical Case Study Report, 20%
- Essay, Research Writing Assignment, 40%

BCO6185 Executive and Mobile Computing

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit investigates and analyses the impact and issues of adoption of mobile computing by organisations in the 21st century. It will focus on the underlying concepts and standards of mobile computing and current technologies for mobile and distributed systems. Students will critically review emerging issues related to mobile computing and mobile application development, and how this technology can support current and future business operations. Students will investigate and examine mobile computing from four perspectives: mobile technology, application development, user interaction, and implementation and governance.

Credit Points: 12

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

1. Debate and analyse business information requirements related to mobile computing;
2. Assess and use various information gathering techniques for eliciting user requirements and system expectations;
3. Critically evaluate methods and approaches to the design, development and implementation of mobile computing applications to support various business scenarios;
4. Evaluate and integrate elements of interaction design to provide contextually relevant rich interaction experiences;
5. Critically review knowledge current and future thinking on the integration of organisational and mobile applications;
6. Interpret and critique the future trends of mobile computing and associated technologies and propose how the role of culture, values and dispositions affect the achievement of goals; and
7. Persuasively advocate professional recommendations in both written and oral form to a variety of specialist and non-specialist audiences.

Class Contact:
- Lecture 2.0 hrs
- Tutorial 1.0 hr

Required Reading: There is no one suitable text that covers the content of this unit. The required readings will be a compilation of journal articles and industry reports.

Assessment:
- Test, Multiple Choice Tests, 30%
- Report, Management Case Study Report, 20%
- Assignment, Practical Case Study, 20%
- Essay, Research Essay, 30%
On successful completion of this unit, students will be able to:

1. Analyse and distil current research and developments in information technology management in the context of environmental, social and cultural responsibilities;
2. Diagnose complex information technology problems and apply relevant methods and techniques to optimise management of information resources; 
3. Critically review academic and practitioner publications, present the evaluations and lead group discussions on the evaluations; and
4. Plan, prepare and compose a substantial research paper on a designated topic.

**Credit Points:** 12

**Learning Outcomes:**

- 1. Critically review and interpret the theoretical aspects of KM across the main areas of sales, services and marketing;
- 2. Exhibit creative and technical practical professional skills and justify the strategy adopted with reference to specified briefs;
- 3. Investigate, analyse, demonstrate and present the salient aspects of a KM implementation or KM innovation in a work-related environment;
- 4. Collaborate with other students from different backgrounds and vocations in a team environment demonstrating a high level of personal autonomy and accountability in achieving group outcomes and recognition of the roles of culture, values and dispositions in affecting achievement of goals; and
- 5. Persuasively advocate their professional judgments and recommendations in both written and oral form to a variety of specialist and non-specialist audiences.

**Class Contact:** Lecture 1.5 hrs, Tutorial 1.5 hrs

**Required Reading:**


**Assessment:**

- Test, Multiple Choice Test, 30%.
- Report, Management Case Study Report, 20%.
- Assignment, Workshop Reports, 20%.
- Research Paper, Research Report, 30%.

**BCO6604 Customer Relationship Management**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:**

Customer Relationship Management (CRM) embraces aspects of daily business activities that include marketing, sales and service where customers tend to be directly and regularly engaged. This subject will investigate and explore different aspects of the way that a firm can practice CRM with content potentially developed and 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-based content will be critiqued in the subject with student learning being based on using a combination of computer-based exercises, case studies and industry speakers.

**Credit Points:** 12

**Learning Outcomes:**

- 1. Understand and critically evaluate the theoretical aspects of CRM across the main areas of sales, services and marketing;
- 2. Develop creative and technical practical professional skills and justify the strategy adopted with reference to specified briefs;
- 3. Investigate, analyse, demonstrate and present the salient aspects of a CRM implementation or CRM innovation in a work-related environment;
- 4. Collaborate with other students from different backgrounds and vocations in a team environment demonstrating a high level of personal autonomy and accountability in achieving group outcomes and recognition of the roles of culture, values and dispositions in affecting achievement of goals; and
- 5. Persuasively advocate their professional judgments and recommendations in both written and oral form to a variety of specialist and non-specialist audiences.

**Class Contact:** Lecture 2.0 hrs, Tutorial 1.0 hrs

**Required Reading:**

- See VU Collaborate for required readings.

**Assessment:**

- Test, Practical Workshop Test, 25%.
- Assignment, Case report on CRM using Enterprise Systems, 25%.
- Presentation, CRM Systems, 20%.
- Test, CRM Theory, 30%.

**BCO6653 Management of Information Technology**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:**

This unit of study investigates knowledge and develops competencies in the management and organisation of information technology suitable for contemporary organisations and e-commerce. A base of critical reviewing the contributions of information technology application in organisational settings will establish contextual understandings of how information technologies permeate many aspects of organisations. The strategic use of information technology will be deconstructed using a range of current IT management topics, which may include 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, Cloudsourcing, Green IT etc.

**Credit Points:** 12

**Learning Outcomes:**

- 1. Understand and critically evaluate the theoretical aspects of KM across the main areas of sales, services and marketing;
- 2. Develop creative and technical practical professional skills and justify the strategy adopted with reference to specified briefs;
- 3. Investigate, analyse, demonstrate and present the salient aspects of a KM implementation or KM innovation in a work-related environment;
- 4. Collaborate with other students from different backgrounds and vocations in a team environment demonstrating a high level of personal autonomy and accountability in achieving group outcomes and recognition of the roles of culture, values and dispositions in affecting achievement of goals; and
- 5. Persuasively advocate their professional judgments and recommendations in both written and oral form to a variety of specialist and non-specialist audiences.

**Class Contact:** Lecture 2.0 hrs, Tutorial 1.0 hrs

**Required Reading:**

- See VU Collaborate for required readings.

**Assessment:**

- Test, Multiple Choice Test, 30%.
- Report, Management Case Study Report, 20%.
- Assignment, Workshop Reports, 20%.
- Research Paper, Research Report, 30%.

**BCO6656 Information Technology Project Management**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:**

This unit aims to give Information Systems and Management students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It concentrates on both the management of Information Technology (IT) projects and the use of computer software in the management of these and other projects. It also aims to show how knowledge of the appropriate application of such skills is becoming vital to Information Systems professionals and managers in the performance of their many functions in an organization.

**Credit Points:** 12

**Learning Outcomes:**

- 1. Devise a charter and project plan that respond to an authentic business IT scenario integrating best practice project management techniques;
- 2. Critically evaluate client requirements and develop a professional standard project schedule using project management software that responds to client needs;
- 3. Examine and respond to project risks through detailed project analysis supported by the use of project management software, to identify salient issues, alternative pathways and report changing status effectively to a professional standard; and
- 4. Integrate the principles and concepts of project management to address complex contemporary IT challenges in local, national and global settings.

**Class Contact:** Lecture 2.0 hrs, Tutorial 1.0 hrs

**Required Reading:**

- See VU Collaborate for recommended readings.

**Assessment:**

- Test, Multiple Choice Test, 30%.
- Report, Management Case Study Report, 20%.
- Assignment, Workshop Reports, 20%.
- Research Paper, Research Report, 30%.
- Report, Project Status Report, 20%.
- Examination, Final Examination, 35%.

**BCO6672 The Information Systems Professional**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:**

This unit develops skills and capacities of an information and
communications technology (ICT) professional including career development, ethical behaviour, communication and management skills within a variety of professional scenarios. The unit critically evaluates contemporary issues relevant to an ICT professional such as professional values and ethical codes of conduct related to working in local and global communities and individual responsibilities within these. The unit also includes the role and importance of professional standards organisations, involvement in business practices (eg negotiation), professional competencies (eg risk assessments and feasibility studies) and contemporary issues related to ICT (eg security, privacy, internet censorship, workplace surveillance and digital intellectual property) required to contribute to an equitable and sustainable world.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse scenarios of ICT use and clearly identify the issues, consequences and alternative views;
2. Critically evaluate contemporary issues related to the use of ICT and the role that ICT plays in society;
3. Justify diversity and ethical principles to case situations of ICT use;
4. Advocate for the issues and requirements of ethical compliance as an information professional including legal and legislative requirements for IT professional practice for individual and public good;
5. Exemplify the role of ICT professionals and their interactions with users of information and the wider community through debate and practice as a responsible and ethical member of the ICT profession;
6. Argue the role played by IT and responsibilities of IT professionals in influencing and achieving business goals ethically in contemporary organisations; and
7. Interrogate the organisational dynamics and role of an information professional within the business environment, and exercise professional judgements by mediating and negotiating a business ICT agreement and demonstrate professional skills in business processes by balancing negotiations for individual, industry and society.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: Readings will be made available via the unit VU Collaborate.

Assessment: Report, Group Assignment (Written Report and Presentation), 35%. Assignment, Debate, Counter Argument, 30%. Assignment, Mediation; Reflection on Mediation, 20%. Other, Online and Class Participation, 15%.

BCO6676 Business Intelligence Systems

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit will provide students with a framework for analysing and interpreting the efficacy of business intelligence systems, from the provision of high quality, integrated data for decision support through to data warehousing. The unit focuses on the lifecycle of developing a business intelligence system and data warehousing, and on multidimensional modelling for structuring business intelligence data contextualised within organisational issues and governance considerations. Students will engage with this material to develop a critical interpretation and justification of theoretical propositions and professional decisions using relevant contemporary research, case studies and practical exercises. The latest industry standard data warehouse will serve as a point of reference.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Evaluate the scope and application of business intelligence and decision support and the underlying technologies;
2. Design multidimensional data models and implement them using star schemas;
3. Investigate and review the various extraction, transformation and loading methods utilised in a data warehouse environment;
4. Critically review the various reporting solutions supported by data warehouses;
5. Evaluate the maintenance and performance requirements and associated tasks in a data warehouse environment;
6. Design governance mechanisms for the development and management of business intelligence and data warehouse systems, justifying recommendations in the context of an organisation or organisation typology; and
7. Productively mediate processes in group activities and elucidate personal accountability and responsibilities for shared outcomes, and collaboratively communicate complex concepts to a variety of audiences.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Multiple Choice Test, 20%. Assignment, Short Answer Written Assignment, 15%. Assignment, Practical Exercise, 15%. Examination, Examination, 50%.

BEO2000 Financial Institutions and Monetary Theory

Locations: City Flinders.

Prerequisites: BEO1105 - Economic Principles BEO1103 - Microeconomic Principles BEO1104 - Macroeconomic Principles Either/Or BEO1105 for BBUS Bachelor of Business and all other students BEO1103 and BEO1104 for BBCO and BBIC Bachelor of Commerce/Law students only.

Description: This unit focuses on the operations of the financial system and management of money in a real economy with special reference to Australia. Topics include: the financial sector and the real economy; the evolution of the financial system; financial institutions and instruments; efficiency of the financial sector; monetary theory; and monetary policy. The unit will identify and promote the analytical skills required to assess the determinants, and impacts on the economy, of changes in monetary policy and interest rates.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critique the operations of Australian and global financial systems;
2. Integrate conceptual and practical understandings of financial institutions in order to analyse the manner in which they operate;
3. Analyse and critique the principles of monetary theory to expound on the management of money in a real economy;
4. Analyse knowledge of Australian and overseas central bank functions in order to understand their impact on the flow of funds; and,
5. Investigate the operation of monetary policy in local and global contexts.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hrs class Week 4: 2x3hrs class

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Test, Mid Semester Test, 20%. Assignment, Group Assignment. Students choose from two topics (Topic 1 assess ULOs 1,3,5 while Topic 2 assess ULOs 1,2,4,1), 20%. Examination, Final exam, 60%.

BEO2001 Commercial Banking and Finance

Locations: City Flinders.

Prerequisites: BEO2000 - Financial Institutions and Monetary Theory

Description: This unit examines the major risks and issues faced by the Australian banking institutions within the global financial context and the strategies used to manage such risks. It also explores the economics (effect) of regulation on bank risk and management. This unit follows from the body of knowledge acquired in BEO2000 Financial Institutions and Monetary Theory. Topics include an introduction to the structure of financial markets and Australian banking environment, nature and
A broad understanding of the international business environment is essential to business decision-making. This unit introduces students to the multi-faceted nature of international business and builds the foundation for more specialised studies by providing a multi-disciplinary examination of issues faced by firms in international markets. An exploration of the international business environment includes global trade and investment, the regulatory environment, organisational structure, management practices and corporate strategy. Students work collaboratively in critically analysing international business case studies and the challenges of globalisation in selected contexts.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Develop a working knowledge of key concepts and theories of international business;
2. Investigate the international trade and investment environment;
3. Analyse national business environments and implications for international business operations;
4. Analyse the economic, political, cultural and regulatory environments that influence international business;
5. Apply multidisciplinary knowledge and frameworks to international business operations and market entry strategies; and
6. Appraise international business management practices and multinational organisational structure.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Continual assessment comprising 2 online MC questions/Short answer questions, 5%. Test, Mid-term Test, 20%. Assignment, Group Assignment, 25%. Examination, Final Examination, 50%.

BE02002 International Business Context

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: A broad understanding of the international business environment is essential to business decision-making. This unit introduces students to the multi-faceted nature of international business and builds the foundation for more specialised studies by providing a multi-disciplinary examination of issues faced by firms in international markets. An exploration of the international business environment includes global trade and investment, the regulatory environment, organisational structure, management practices and corporate strategy. Students work collaboratively in critically analysing international business case studies and the challenges of globalisation in selected contexts.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Develop a working knowledge of key concepts and theories of international business;
2. Investigate the international trade and investment environment;
3. Analyse national business environments and implications for international business operations;
4. Analyse the economic, political, cultural and regulatory environments that influence international business;
5. Apply multidisciplinary knowledge and frameworks to international business operations and market entry strategies; and
6. Appraise international business management practices and multinational organisational structure.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Test, 20%. Report, Research - Written Report, 30%. Examination, Final Exam, 50%.

BE02003 International Economics and Finance

Locations: City Flinders.

Prerequisites: BEO1105 - Economic Principles Does not apply to students completing BBE0 Bachelor of Commerce (Applied Finance), BCCA Bachelor of Commerce

Description: International trade encompasses cross-border trade in goods, services, labour and capital. It provides consumers and business access to new products and markets. In this unit we examine the economics of trade and finance and develop the analytical tools for evaluating the welfare and income distribution consequences of engaging in international trade and the impact of trade barriers. Case study and policy analysis provides a practical application of key concepts and models of international economics. The financial dimensions of international trade are also explored with an examination of the composition of trade, the balance of payments, and exchange rate determination. These analytical tools are applied to analysing international financial crises.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Review a range of trade theories to conceptualise present day international trade patterns;
2. Assess the efficiency and distributional consequences of barriers to trade;
3. Analyse the dynamics of foreign exchange markets in facilitating the flows of goods, services and investment;
4. Analyse various exchange rate policies in practice; and
5. Appraise the economic rationale for international financial regulation.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Report, A country or an industry study, 20%. Test, Mid-Semester Test, 20%. Examination, Final Examination, 60%.

BE02004 International Trade Practices

Locations: City Flinders.

Prerequisites: Nil.

Description: The aim of this unit is to introduce business students to the various procedures and documentation required to facilitate an international trade (export and import) 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.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Apply explicit knowledge of international terms in the process of negotiating terms of delivery and payment;
2. Determine and generate the documents necessary to process a specific export/import transaction;
3. Evaluate risks in foreign exchange, international payments and trade settlements; and formulate risk mitigation strategies; and
4. Adapt the working knowledge to the digitisation of trade transactions through group collaborations and in inter-cultural settings.

Class Contact: Lab 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Online Quiz 1, 20%. Assignment, Practical Assessments, 20%. Test, Online Quiz 2, 30%. Test, In-Class Final Written Test, 30%.
BE02255 Applied Statistics for Business

Locations: Footscray Park, City Flinders.

Prerequisites: BE01106 - Business Statistics

Description: The focus of this unit is to expose students to statistical techniques that are specific to the areas of business, economics and finance. Students will develop an understanding and ability to use these techniques across a range of empirical problems. The application of such techniques will involve the collection of relevant data, the use of professionally popular computer software and the interpretation and use of computer outputs. Topics include sampling methods and estimation of point and confidence intervals; hypothesis tests; non-parametric tests; tests of variance; Chi-square tests; multiple regression and residual analysis; discriminant analysis and factor analysis.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Formulate and justify an appropriate sampling method to obtain information from a target population;
2. Construct an appropriate questionnaire;
3. Adopt appropriate statistical estimation methods and tests in analysing business problems;
4. Analyse business-related data using appropriate SPSS/Excel functionalities to provide specific recommendations to real-world business problems;
5. Derive statistical models using statistical findings and make use of such findings in writing reports to evaluate alternative policy options and justify recommendations in decision making; and
6. Exhibit effective interpersonal skills to successfully collaborate with and influence others in teams to achieve group outcomes whilst maintaining responsibility and accountability of own learning and professional practice.

Class Contact: Class 3.0 hrs; Contact time 33 hours: Weeks 1–3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Mid-term/online test, 15%; Report, Group Assignment - Report, 10%; Report, Group Assignment - Report, 15%; Examination, Final examination, 60%.

BE02264 Microeconomic Analysis

Locations: Footscray Park, City Flinders.

Prerequisites: BE01105 - Economic Principles

Description: The aim of this unit is to provide an economic analysis of consumer behaviour, producer behaviour and markets. Key concepts, theories and methods of modern economic analysis will be consolidated and applied to everyday economic issues and problems. Topics include: consumer theory; demand analysis; production and cost; perfect competition; microeconomic policies; monopoly; and oligopoly. Students will engage in a range of learning activities involving practical problem solving sessions, case study analysis, online learning activities, peer discussion and review, and self-reflection. Student learning will be guided and assessed by means of a test, a major industry/market study and a final examination.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect on behaviour, choices and decision of consumers with reference to a broad range of concepts, theories and methods of modern economic analysis;
2. Conceptualise how producers make business decisions based on cost and revenue;
3. Explain how resources are allocated in a market economy under various market structures;
4. Critically evaluate how government policies affect consumers, producers and markets;
5. Exercise critical thinking and judgement in identifying and solving economic problems with intellectual independence; and
6. Communicate economic knowledge and ideas associated with consumer theory, demand analysis, production and cost, perfect competition, microeconomic policies, monopoly and oligopoly in a clear and coherent manner in the form of a professional market/industry report.

Class Contact: Class 3.0 hrs; Contact time 33 hours: Weeks 1–3: 3x3hr class Week 4: 2x3hr class

Required Reading: Pindyck, R.S & Rubinfeld, D.L (2015). (8th ed.). Microeconomics, Boston, USA: Pearson

Assessment: Test, Test, 20%; Assignment, Industry/market study, 20%. Examination, Final Exam, 60%.

BE02401 Risk Management and Insurance

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: The aim of the unit is to provide students with knowledge of insurance and how it can be used to manage risk plans for individuals and small firms. It contextualises the theoretical knowledge within complex problems to develop and evidence students technical, creative and conceptual skills in their devise of innovative responses to industry based challenges.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Define and explain some of the basic terms of insurance;
2. Justify the nature of insurance as a risk management device and argue the need for insurance by individuals and corporations;
3. Describe and explain the functions and critique the operations of insurers and debate the current issues facing the industry;
4. Scrutinise and assess the special features of an insurance contract with initiative and judgement;
5. Argue the need for regulating the insurance industry including aspects of the regulatory environment of the industry and critique the role of representatives (Agents and brokers) and some of the taxation issues raised through the regulatory system; and
6. Review and assess general insurance and life insurance products available in the market.

Class Contact: Class 3.0 hrs; Contact time 33 hours: Weeks 1–3: 3x3hr class Week 4: 2x3hr class

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Assignment, Assignment and other tasks, 25%; Test, Class test, 15%. Examination, Final examination, 60%.

BE03000 Risk Management Models

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: This unit provides an overview of investment and risk, and proposes strategies to manage the risks of different investment products. Students will discriminate between different types of risks encountered by contemporary organisations and investigate models designed to help manage those risks. Students will apply statistics to assess distribution of asset returns, to make decisions under uncertainty to choose between alternative investments, measure risks, measure the components of total risk, measure the risk in portfolio construction and management, the efficient market concept, option pricing models, and volatility.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Deliberate upon the distribution of asset returns and the measurement of risk, to substantiate conclusions tailored to meet the requirements of a range of sectors/ settings;
2. Quantify the relationship between returns and different types
of risk to value the asset and provide justified recommendations; 3. Argue the importance of decision making under uncertainty as they are applied in investment analysis, in local and global contexts; 4. Construct and test the concepts of market efficiency and random walk hypothesis clearly and coherently as they are evidenced in contemporary settings; 5. Adapt the principles of options and option pricing models to analyse and justify recommendations for effective financial decision making for known and changing contexts; and 6. Estimate and forecast volatility in financial time-series, justifying an optimal recommendation.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr

**Required Reading:** Kulendran, N. 2012 Risk Management Models McGraw-Hill Australia

**Assessment:** Assignment 1, 15%. Assignment 2, 15%. Assignment 3, 10%. Examination, Final Examination, 60%.

**BEO3430 International Economic Analysis**

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

**Prerequisites:** BEO1105 - Economic Principles

**Description:** The aim of this unit is to study economic factors surrounding the international movement of goods and services, labour and capital. Topics include: measurement and determinants of intra-industry trade; analysis of barriers to trade; political economy of trade; trade policy; international movement of labour and capital; multinational corporations and FDI; trade and environmental issues; and international trade regulation. Students will engage in a range of learning activities involving practical problem solving sessions, case study analysis, online learning activities, peer discussion and review, and self-reflection. Student learning will be guided and assessed by means of a test, a country or industry project and a final examination.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to: 1. Critically review a broad range of theories concerning international trade from a diverse range of academic sources; 2. Critically assess the regulation of trade in local and global markets; 3. Critically examine various markets of labour migration, environmental protection, exchange rate determination and financial crises; 4. Apply selected economic models to various international trade contexts; 5. Exercise critical thinking and judgement in identifying and solving International trade problems with intellectual independence; and 6. Communicate international trade knowledge and ideas associated with topics that 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; trade and environmental issues; and international trade regulation in a clear and coherent manner in the form of a professional market/industry report.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr


**Assessment:** Test, Test, 20%. Assignment, Country or industry project, 30%. Examination, Final Examination, 50%.

**BEO3432 Strategic International Trade Operations**

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

**Prerequisites:** BEO1106 - Business Statistics

**Description:** This unit focuses upon strategic decision making as an essential aspect of international trade operations. These decisions focus upon economic, financial and efficient positioning of a company and its exports in the international market place in terms of productivity improvements, organisation of viable production and organisation of effective transportation facilities.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to: 1. Critique and analyse the concepts relating to a portfolio of trade operational tools and trade promotion; 2. Demonstrate professional approaches to international trade through effective application of precise professional terminology, the proposition of appropriate resolutions to specific trade expansion problems and issues, and appropriate use of models and quantitative techniques; 3. Critically examine the provisions of government trade organisations, such as Austrade in Australia. (Students at overseas campuses are expected to be familiar with their government organisation that provides data and assistance on trade); 4. Be competent in obtaining relevant results using Excel for analysis; and 5. Generate, justify effective decision-making in organising trade operations through professionally appropriate technical reports.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr

**Required Reading:** Jegasothy, K & Hubert Fernando, (2011), BEO 3432: Operation Management, Australia: McGraw Hill

**Assessment:** Report, Research Plan, 5%. Report, Research Report, 25%. Test, Mid-semester Test, 20%. Examination, Final Examination, 50%.

**BEO3433 Field Research Project**

**Locations:** Footscray Park, Domestic or International locations as specified in each program.

**Prerequisites:** Nil.

**Description:** This unit will expose students to the cultural, political and regulatory environments in particular economic regions, with an emphasis on the country(ies) specified on the VU Collaborate web page. The basis of the unit, is a study tour to the country(ies) specified on the VU Collaborate web page. Students will learn from lectures/visit to 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 briefing sessions. Students may complete a journal during the trip and attach this to their final report.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to: 1. Analyse the main cultural differences between the target country(ies) to be visited as specified on the VU Collaborate web page using the Cultural Mirror framework; 2. Critique the business and regulatory regimes and observe work practices that occur in the country(ies) specified on the VU Collaborate web page within the context of the field research project activities; and 3. Through a self-reflection report critically analyse the experience and impact of the study tour on the individual student (self); and as appropriate links between classroom theories and study tour activities and future career aspirations.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr

**Required Reading:** Details of texts and other resources will be provided to the students depending on the country to be visited. Please refer to the information available on VU Collaborate unit page.

**Assessment:** Presentation, Pre-tour activities., 10%. Presentation, On-tour activities (participation, contribution, and behaviour) and oral presentation with audio visual support., 35%. Report, Written report (5000 words maximum), 55%.

**BEO5305 International Supply Chain Structure**

**Locations:** City Flinders.

**Prerequisites:** Nil.
This unit explores the problems, concepts and practices of global logistics in international business, including its role in achieving a competitive edge for firms in international business and an understanding of logistic variables in different countries and industries. It will interrogate topics such as supply chain strategy; the impact 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; logistics performance index (LPI) measure; 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: On successful completion of this unit, students will be able to:
1. Critically evaluate and analyse the complexity of global supply chains and their processes in the current dynamic business context;
2. Argue and critically analyse the importance of the customer service function to the logistics effort of the firm;
3. Critically analyse areas where the performance of distribution logistics can be improved and make appropriate recommendations; and
4. Work collaboratively with other team members in preparing a group project report and delivering a professional class presentation based around a selected case study for specialist and non-specialist audiences.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr

Required Reading:
Milton, Qld: John Wiley and Sons Australia, Ltd.

Assessment:
- Test, Class Test, 30%.
- Report, Individual project report, 20%.
- Report, Group project report, 20%.
- Examination, Final Exam (2.5 hours duration), 50%.

BE05307 Global Procurement

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit of study aims to enhance student’s understanding of the operational importance of procurement across geographical boundaries, for the strategic acquisition of goods and services by business organisations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse a range of functions that make up the modern procurement process, the importance they have in the supply chain, and how they have evolved over time;
2. Produce a well-structured and balanced individual report, on a purchasing-related topic, based upon the reading of established academic opinion;
3. As a member of a small team, produce a professional case study report based on experiences gained during an industry site visit, linking those experiences with theory learnt in the classroom; and
4. Work with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr

Required Reading:

Assessment:
- Presentation, Case Report & Presentation, 10%.
- Report, Major Written Group Project, 40%.
- Examination, Final Examination, 50%.

BE05539 Business Statistics

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit develops practical skills in statistical and mathematical techniques commonly used in business decision making. It draws on fundamental business statistics and quantitative analysis theories with contemporary computational skills to critically evaluate complex business problems and to cross-examine them through computer technologies.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Discriminate between statistical analysis technique to solve a given business problem;
2. Exhibit, interpret and critique business and economic data by graphical and numerical statistical methods;
3. Apply sampling theory in statistical inference: estimation and hypothesis testing;
4. Model and test business and economic relationships using linear regression;
5. Critically assess alternative statistical techniques for identifying methods appropriate for the purpose and condition of an analysis;
6. Conduct business forecasting using time series data and evaluate forecasting performance; and
7. Optimise statistical analysis using a statistical tool.

Class Contact: Lecture 2.0 hrs, Tutorial 1.0 hr

Required Reading:

Assessment:
- Test, Class Test, 10%.
- Report, Individual project report, 20%.
- Report, Group project report, 20%.
- Examination, Final Exam (2.5 hours duration), 50%.

BE06600 Business Economics

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit develops an evidence-based approach to economic decision-making in a dynamic market environment and critically examines the rationale for and effectiveness of government policy and regulation. Microeconomic topics include an analysis of the competitive environment facing firms, including: pricing, market structure, market failure and transaction costs. Macroeconomic topics include a review of significant national and international economic challenges, including: business cycles, inflation, unemployment and international competitiveness. These will be examined from the perspective of government stabilisation policies and strategies to enhance productivity, international competitiveness and economic growth.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Identify, explain and synthesise core and advanced economic concepts, including recent developments in the discipline;
2. Frame and critically analyse business problems by applying economic reasoning and analytical skills to make informed judgements and decisions;
3. Ability to utilise economic data to address economic problems, apply appropriate empirical techniques and interpret results;
4. Communicate complex ideas clearly and coherently, in written form and interactive oral form to expert and non-expert audiences; and
5. Reflect on and evaluate the nature and implications of assumptions and value judgements in economic analysis and policy.

Class Contact: Seminar 3.0 hrs

Required Reading:

Assessment:
- Report, Assignment Report (3000 words), 30%.
- Test, Mid Semester Test, 20%.
- Examination, Final Examination (3 hours duration), 50%.
BGP7711 Business Research Proposal

Locations: VU Sydney, City Flinders.
Prerequisites: BMO6630 - Business Research Methods
Description: The Business Research Proposal provides students with an opportunity to apply and modify investigative, analytical and critical skills gained and developed through the coursework units to the resolution of a business problem. Established theories to different bodies of knowledge or practice will be critiqued in the context of a scoped investigation contextualised to a specified community/organisation in an ethical and socially responsible manner. The research proposal provides the preliminary stages of the research for the completion of the minor thesis. Students will also complete an Ethics Application form to be assessed by the University’s Ethics Committee. The thesis topic must be approved by the course coordinator.
Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Identify and scope an academic research problem to prepare a research plan to investigate the issue through analysis, critical review and/or interpretation of relevant data;
2. Critically reflect on a range of conceptual and empirical materials and justify conclusions;
3. Apply evaluative and critically reflective research techniques and professional judgement to plan for rigorous, defensible, ethical and socially responsible research;
4. Elucidate potential ethical problems and implement ethical research processes under supervision;
5. Mount a defensible argument to communicate propositions to specialist audiences; and
6. Advocate for the development of scholarly inquiry across the range of business and organisational sub-disciplines.
Class Contact: Seminar 3.0 hrs
Research students will have regular supervision sessions with allocated supervisors along with nine hours of class contact and/or online learning across the semester or a delivery mode as approved by the College of Business.
Required Reading: Academic journal articles relevant to the research investigation.
Assessment: Literature Review, Reviewing the literature relevant to the topic of study, 30%. Assignment, Developing a comprehensive research proposal with the guidance of the supervisor, 50%. Other, Prepare and submit ethics application for assessment prior to being reviewed by VU’s ethics committee, 20%. During the first part of this unit students will learn, under supervision, by doing the preliminary steps of the research process to allow time for data collection in the intervening period. Each assignment is designed as separate research/learning milestones for students to work towards the research thesis. Feedback will be provided in each research milestone to prepare students for the final thesis submission of 15,000-20,000 words by the end of BGP7712 Business Research Thesis.

BGP7712 Business Research Thesis

Locations: VU Sydney, City Flinders.
Prerequisites: BMO6630 - Business Research Methods
Description: The minor thesis of pure or applied research provides students with an opportunity to apply and modify investigative, analytical and critical skills gained and developed through the coursework units to the resolution of a business problem. Established theories to different bodies of knowledge or practice will be critiqued in the context of a scoped investigation contextualised to a specified community/organisation in an ethical and socially responsible manner. The research thesis of publishable quality is based on the proposal developed in the unit of study BGP7711 Business Research Proposal. The thesis topic must be approved by the course coordinator.
Credit Points: 24
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Design and implement a research to investigate the issue through analysis, critical review and interpretation of relevant data;
2. Conceptually map the intersection between theory and practice;
3. Devise creative solutions in response to academic theory;
4. Extrapolate and interpret research implications to a broad audience and generate future responsive directions for research to contribute to the well-being of their local and global communities; and
5. Present research findings to academic and/or industry and community audiences.
Class Contact: Research students will have regular supervision sessions with allocated supervisors.
Required Reading: Academic journal articles relevant to the research investigation.
Assessment: Presentation, Present preliminary findings to academics at the College Research Seminar Series, 20%. Thesis, Completion of the research thesis (12,000-15,000 words), 80%. Students are required to submit a completed research thesis (12,000-15,000 words) by the end of this unit and present the findings to an academic audience.

BGP7730 Business Research Project

Locations: Victoria University Online, VU Sydney, City Flinders.
Prerequisites: BMO6630 - Business Research Methods
Description: The project provides students with the opportunity, either individually or in teams, to apply an advanced body of knowledge and skills to an approved, consultancy-based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods (BMO6630). Each project should lead to business innovations or potential entrepreneurship development. Research may include analysis and anticipation of user or business needs; business scenario development and business case studies; the study of existing business practices and solutions, and innovative business models.
Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Systematically identify user or business needs and contextualise them within the current literature;
2. Generate, critically evaluate and defend both existing and new solutions to client needs such as technology, process and tools in the study field of choice;
3. Articulate and critique the link between theory and practice;
4. Apply theoretical frameworks and disciplinary knowledge and skills to complex problem solving in their chosen area of study in business solutions or entrepreneurship;
5. Persuasively argue propositions, findings, conclusions or recommendations to professional peers; and
6. In collaboration with others, demonstrate responsibility and accountability for own learning and all aspects of the work or functions required by a team.
Class Contact: Lecture 1.0 hrs, Tutorial 2.0 hrs
Students are supervised through research projects by an academic member of staff. Scheduled, face-face or online, meetings between students and supervisors occur on a weekly basis for the duration of the project.
Required Reading: A comprehensive list of readings will be provided to students to support project preparation.
Assessment: Presentation, Project multimedia presentation, 20%. Project, Project, 60%. Other, Documented progress and reflection, 20%.

BHO2000 Event Operations

Locations: Footscray Park.
Prerequisites: ACI1007 - Creativity and Innovation, ACI1009 - Arts Industries: the Inside Story
Either/Or - Applies only to students completing ABAI Bachelor of Creative
Arts Industries

Description: This unit introduces students to the rationale for staging special events and festivals and the conceptualisation of events. The unit of study is designed to give students the knowledge and skills required to understand the planning processes, including bidding and sponsorship of events as well as the marketing and operational aspects and needs of running events. Students will also consider legal obligations associated with event management and will prepare and justify budgets, marketing and risk management plans. Students will engage with the content through a range of activities associated with contemporary cases and issues. Activities will include peer learning, debates, discussions and online activities. Student learning will be guided and assessed through individual and group assignments, a group presentation and facilitated workshop and an exam.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Review potential markets for special events and festivals;
2. Examine the operations and management techniques of facilities and the resources used for hosting special events;
3. Appraise and reflect on the importance of sponsorship, complex issues and problems that can be associated with sponsorship to events and the management of sponsorship before, during and after an event;
4. Work collaboratively in a team to prepare a budget for an event and validate the budget within the overall financial management of the event;
5. Prepare (integrated marketing communication) for an event with reference to a broad and coherent body of knowledge related to special event management and operations; and
6. Explain legal obligations and collaboratively present and justify a risk management plan for an event using appropriate communication tools;
7. Collaborate with and influence others in a manner that acknowledges, respects and values diversity within teams; and
8. Develop team-based solutions and approaches that recognise the role of culture, values and dispositions in achieving effective collaboration, while retaining responsibility and accountability for own learning and professional practice.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

Required Reading: Allen, J., O'Toole, W., Harris, R., & McDonnell, I. 2010, 5th edn. Festival and Special Event Management John Wiley & Sons, Brisbane, Australia

Assessment: Assignment, Assignment proposal, 10%. Assignment, Group Business Plan (two parts), 30%. Presentation, Group Presentation of business plan, 20%. Examination, Final Examination, 40%.

BHO2003 Introduction to Tourism and Hospitality

Locations: Footscray Park.

Prerequisites: Nil.

Description: The aim of this unit is to introduce the study of tourism and hospitality combining a theoretical approach to the concepts involved with a practical orientation to specific issues and their inter-relationships. It covers a systems perspective on the essential elements of tourism and hospitality, including the social and environmental consequences of tourism, events, transport, accommodation, food and beverages and special interest tourism. The unit includes the use of case studies, the interpretation of tourism and hospitality statistics and the evaluation of public and private sector perspectives.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Evaluate the importance of tourism and experience;
2. Appraise hotel and resort divisional performance and integrated resorts. Students will develop capabilities to facilitate effective operations management, by engaging in a range of practical problem solving sessions involving teamwork, case study analysis, online learning activities, peer discussion and review and self-reflection. Students' capacity to manage operations in a capable and adaptable manner will be assessed through a combination of assessments: a test, report, computer simulation and an individual design brief.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyze and evaluate short and long term operation problems as they confront Hotel and Resort operations;
2. Appraise hotel and resort divisional performance metrics and benchmarks;
3. Explain the guest activity programming model and its significance to successful resort operation;
4. Identify the economic benefits of developing a spa and retail facilities within the resort operation; and,
5. Evaluate and recommend appropriate models to forecast guest demand and make pricing decisions.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Multiple Choice Test, 20%. Assignment, Group Operations Development Report, 20%. Assignment, Computer Simulation Report, 20%. Examination, Final Exam, 40%.
Reflect upon and apply a range of fundamental principles and complex techniques to analyze existing major events, festivals and organized spectacles in the areas of business, sport and leisure and improve event outcomes; 4. Recommend solutions to problems and challenges in events and hospitality industry settings where culture and community values impact on the provision of an effective contemporary industry; 5. Evaluate the needs of the modern consumer and the importance of experience; and, 6. Locate and interpret statistical data relating to specified tourism and events activities.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

**Required Reading:** Cooper, C. (2016). Essentials of Tourism United Kingdom: Pearson.

**Assessment:** Test, Online Test, 10%. Report, Written Report (Individual), 30%. Report, Group Simulation Report, 20%. Examination, Final Examination, 40%.

**BHO2193 Tourism Product Design and Delivery**

**Locations:** Footscray Park.

**Prerequisites:** BHO2006 - Introduction to Tourism Hospitality and Events

**Description:** This unit provides students with practical knowledge of designing and delivering tourism products. These products are designed in the context of particular businesses within the travel and tourism sector including travel agents, tour operators and transport. Students will examine 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:

1. Analyse the key elements of a travel itinerary and tour to optimise the itinerary for identified client group, sectors or region; 2. Demonstrate initiative and creativity by investigating, constructing, packaging and market a travel itinerary and tour; 3. Scrutinize and appraise a specific tourism product and argue its attributes to a range of interest groups; 4. Anticipate challenges arising in the evolving nature of the tourism industry and demonstrate effective analytical skills to tourism industry clients and business partners; and 5. Communicate and formulate responses to problems faced by managers of tourism products and experiences.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


**Assessment:** Test, Tutorial Multiple Choice Test, 10%. Assignment, Minor Assignment, 10%. Presentation, Group - Brochure, Trip Notes and Product Presentation, 40%. Examination, Final Examination, 40%.

**BHO2259 Product and Services Innovations**

**Locations:** Footscray Park, VU Sydney.

**Prerequisites:** Nil.

**Description:** The development, innovation and commercialisation of new products and services is a crucial business function for most organisations. New products are developed to explore new market opportunities and existing products are revised and innovated to exploit existing market opportunities. This unit builds on knowledge of marketing concepts and complements this knowledge by developing a deeper understanding of new product development, research and competency development, innovation management and marketing strategies in transforming markets and businesses for new and existing products and services. Organisation resources and practices that foster innovation through strategic alliances and research are examined alongside investigating the value creating activities through strategic usage of a firm's assets and knowledge.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Evaluate the impact of new product development on organisational growth, profitability and overall business success; 2. Analyse competitive environments to identify market opportunities for not only "new" but also revising and innovating "existing" products and services; 3. Conceptualise the factors that underlie new product and innovation performance and investigate how organisational competency is enhanced through research and managing knowledge; 4. Justify the use of theoretical frameworks and models to evaluate real world and industry scenarios in order to probe strategic and best practices for product ideas and innovative business processes; and 5. Formulate and present knowledge and ideas through presentations and reports working effectively in teams.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


**Assessment:** Test, Test (Individual), 15%. Report, Strategy report (team work), 30%. Presentation, Tutorial presentations, 15%. Examination, Final Examination, 40%.

**BHO2265 Integrated Marketing Communications**

**Locations:** Footscray Park, VU Sydney.

**Prerequisites:** BHO1171 - Introduction to Marketing

**Description:** This unit aims to develop an understanding of Integrated Marketing Communications (IMC) incorporating the field of Advertising. The unit of study will provide students with an appreciation of procedures and processes used to build and maintain marketing communications within an organisation. Specifically, the unit adopts an applied planning approach to the elements of the IMC mix to develop stronger brands. The unit will critically evaluate the role of both traditional and new media within a unified market-focused communications plan based on the setting of marketing communication objectives. Furthermore, message and media strategy are examined within this context. Other topics covered in this unit of study include the development and use of the IMC tools; segmentation, targeting and profiling of the consumer; identifying advertising and promotional opportunities in traditional and new media; understanding and using media metrics; establishing promotional budgets; and the evaluation of integrated marketing communications strategies and tactics.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Critically review marketing communication theories; 2. Discuss the role of advertising agencies and other marketing communications organisations; 3. Construct marketing communication objectives and connect the marketing communications tools to fulfil these objectives; 4. Formulate an integrated marketing communications plan based on contemporary market research data; 5. Demonstrate creative and media strategies for marketing communications; 6. Investigate social, legal and ethical issues related to advertising, promotion and marketing communications from a multicultural and international perspective; and 7. Analyse and apply the integrated marketing communication process to build strong brands by making a meaningful connection with the target audience.
This unit aims to familiarise students with the applications for quantitative and qualitative market research methods and its importance in making sound business and marketing decisions. In addition, students successfully complete an applied research project.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Discuss research as the systematic and objective identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making;
2. Locate and evaluate secondary data;
3. Justify the most appropriate research technique for a given research project;
4. Develop and/or evaluate an appropriate data collection form(s);
5. Collect primary data;
6. Determine the data analysis techniques most appropriate to the data/research; and
7. Prepare and present a research proposal and/or report.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


**Assessment:** Other, Blog, 20%. Report, Completed in groups, an IMC plan presented in report format Part A, 20%. Report, Completed in groups, an IMC plan presented in report format Part B, 20%. Examination, Final Exam, 40%.

### BHO2285 Marketing Research

**Locations:** Footscray Park, VU Sydney.

**Prerequisites:** BEO1106 - Business Statistics; BHO1171 - Introduction to Marketing

**Description:** This unit aims to familiarise students with the applications for quantitative and qualitative market research methods and its importance in making sound business and marketing decisions. In addition, students successfully complete an applied research project.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Discuss research as the systematic and objective identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making;
2. Locate and evaluate secondary data;
3. Justify the most appropriate research technique for a given research project;
4. Develop and/or evaluate an appropriate data collection form(s);
5. Collect primary data;
6. Determine the data analysis techniques most appropriate to the data/research; and
7. Prepare and present a research proposal and/or report.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


**Assessment:** Exercise, Multiple choice quiz (Week 4), 10%. Other, Data Collection and Entry, 10%. Report, Research Report, 30%. Examination, Final Examination, 50%.

### BHO2431 Consumer Behaviour

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This is one of the specialist units offered in the Event Management specialism area. The unit is concerned with the principles and application of skills sets relating to the design of managed events. The information and activity facilitated for this unit assimilates with the combined aim and objectives of the Event Management specialism area. The students will critique concepts of creativity, and determine and foster creative skills as well as evaluate the barriers to creativity and propose methods to counter this. From appraisal of design, students synthesise related skills, sources of information and compose an event design, which they articulate through presentation.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Determine critical understanding of the creative process as a management function;
2. Relate and compare the principles of event design to different types of organised event;
3. Distinguish and examine methods to enhance, encourage and produce creativity in event design;
4. Scrutinise, judge and employ a number of technical skills so as to enhance the production of events;
5. Compare, justify and present a proposal for a unique event; and 6. Collaborate effectively, using interpersonal skills to influence and demonstrate a commitment to team outcomes, while exhibiting responsibility and accountability for own learning and professional practice.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

**Required Reading:** Paradis, P., Lamberton, G., Wells, G et al. 2013, Sustainability in Australian business: principles and practice Wiley-Blackwell, Milton, QLD

**Assessment:** Test, In Class Test of knowledge in sustainability, ethics and CSR, 15%. Assignment, Written Group Assignment relating to case includes personal reflection, 40%. Presentation, Group Presentation, 15%. Examination, Final Examination, 30%.

### BHO2422 Event Creation and Design

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This is one of the specialist units offered in the Event Management specialism area. The unit is concerned with the principles and application of skills sets relating to the design of managed events. The information and activity facilitated for this unit assimilates with the combined aim and objectives of the Event Management specialism area. The students will critique concepts of creativity, and determine and foster creative skills as well as evaluate the barriers to creativity and propose methods to counter this. From appraisal of design, students synthesise related skills, sources of information and compose an event design, which they articulate through presentation.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Reflect in a scholarly manner upon principles of ethical and responsible behaviour and their roles in both the profit and not for profit sectors to promote responsible and ethical citizenship;
2. Critique corporate social responsibility programs in a range of tourism, hospitality or event enterprises with reference to their capacity to meet environmental, social, and economic obligations of their stakeholders;
3. Appraise contemporary short and long term sustainability issues that can confront tourism and event enterprises;
4. Debate the significance of sustainability and the role that management of organisations in both the profit and not for profit sectors can contribute; and 5. Work collaboratively in a team to elucidate and justify sustainability approaches with reference to methods of evaluating performance and models of best practice that can address important, complex and unpredictable problems.

**Class Contact:** Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

**Required Reading:** Mascaro, G., Lomberton, G., Wells, G et al. 2013, Sustainability in Australian business: principles and practice Wiley-Blackwell, Milton, QLD

**Assessment:** Test, In Class Test of knowledge in sustainability, ethics and CSR, 15%. Assignment, Written Group Assignment relating to case includes personal reflection, 40%. Presentation, Group Presentation, 15%. Examination, Final Examination, 30%.

### BHO2434 Consumer Behaviour

**Locations:** Footscray Park, VU Sydney.

**Prerequisites:** BHO1171 - Introduction to Marketing

**Description:** This unit provides a detailed study of consumer buying behaviour, both
cognitive and behavioural, as well as purchasing processes and the factors which influence them. The unit includes the understanding of characteristics of individuals, groups and organisations and their influences on purchasing and consumer behaviour, market structures, double jeopardy and duplication of purchase. Students will develop capacities to address complex marketing problems and to facilitate effective marketing decision-making through their engagement with a range of theories and frameworks associated with consumer behaviour. Students will engage with a range of team-based and individual learning activities including practical problem solving and case study analysis, online learning activities, peer review and self-reflection.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Reflect upon the relationships between the concepts of behaviour and attitudes, and examine their application to consumer behaviour;
2. Discriminate between the cognitive and behavioural theories of consumer behaviour;
3. Conceptualise the forces underlying major consumer trends in diverse local and global markets;
4. Determine the patterns of purchasing behaviour based on the behavioural modes of the Double Jeopardy Effect and the Duplication of Purchase Law;
5. Apply a broad range of cognitive frameworks and behavioural patterns of purchasing behaviour to real-life consumer behaviour situations in order to address complex marketing problems and facilitate effective marketing decision-making;
6. Evaluate the capacities of marketing strategies to succeed in diverse local and global communities by taking into account alternative theories of consumer behaviour.

Class Contact: Class 3.0 hrs Contact time 3.3 hrs: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Exercise, 10 x Multiple choice quizzes (Weeks 2 to 11 inclusive), 15%. Exercise, 10 x Short Answer/multiple choice quizzes (Weeks 2 to 11 inclusive), 15%. Report, Group Report, 30%. Examination, Short Answer, Essay, 40%.

BHO3373 International Marketing

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BH01171 - Introduction to Marketing

Description: This unit introduces students to the specialist theory and practice of marketing across international borders. Marketing in an international environment is increasingly important for many businesses. While the core principles of marketing apply, this subject will provide students with knowledge, understanding and techniques related to undertaking marketing in an international environment and marketing to global markets.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse the effects of the international business environment on product, promotion, distribution and pricing strategies;
2. Advocate the importance of cultural adaptation in marketing programmes and corroborate a cultural and cross-cultural understanding;
3. Critically review different predispositions consumers have towards foreign products, domestic products and products produced in particular countries;
4. Cross-examine and elucidate appropriate strategies for marketing products in international markets including the most appropriate entry strategy;
5. Predict the key factors involved when marketing products and services in a global market.

Class Contact: Seminar 3.0 hrs

Required Reading: Keegan W. J. & Greer M. C., (2017), (8th ed.). Global Marketing, New Jersey, USA: Prentice Hall International


BHO3406 Live Performance Management

Locations: Footscray Park.

Prerequisites: BH02006 - Introduction to Tourism Hospitality and Events. The prerequisite does not apply to BBUS-BSPMUS Music Industry and BBNS-BANANUS Music Industry students.

Description: This unit introduces students to the organisational and management responsibilities of developing and presenting a small special live performance event. At the completion of the unit, students should be able to explain and critique the processes involved in creating and building a live event, the technological requirements for small, medium and large scale productions, and the logistical requirements.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Creatively apply the principles of event management for small, medium, and large-scale events, elucidating the anticipation, identification and solving of problems and challenges; 2. Substantiate the capability to create and plan a special event by justifying key decision-making with reference to analysis and evaluation of relevant information; 3. Successfully manage a special event exemplifying negotiations within and between local and/or global communities and considered balancing of the individual and public good; 4. Analyse the necessary logistics, and related operational issues likely to influence the success of a special event; and 5. Evaluate a special event justifying the evaluation methods selected and substantiating the conclusions and/or recommendations drawn.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: O’Hara B., Bead M., & Simpson, S., (2009) Establishing a small music, entertainment or arts business Rosebery, NSW


BHO3421 Business Events
Locations: Footscray Park.
Prerequisites: BHO2006 - Introduction to Tourism Hospitality and Events

Description: This is one of the specialist units offered in the Event Management specialist area. The unit is concerned with critical review of the scope and rational of business events and exposition of this knowledge - regards the following; national and international business events; business events in Australia; definitions within the business events sector (MICE, Trade Shows etc); identification and incorporation of stakeholders (PCOs, Convention Bureaux, Venues); funding and economic considerations; business event sectors (e.g. meetings and conferences, trade shows and exhibitions, product bundels, incentive travel); unique operation management task of business events; sourcing hotels; managing client relationship; the role of business events in leveraging strategic outcomes; pre- and post-events activities; accompanying persons programme; use of current business "cloud based" event software; the future of business events (e.g. climate change; sustainability; new technologies).

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Evaluate the rationale and strategic function of business events in respect to the sponsor’s intentions and the event context; 2. Critically review the planning and development of business events; as they are modified for local and global impact, or for a targeted community; 3. Compose and validate a proposal in response to a client brief for a business event, exemplifying creative problem-solving skills, critical thinking and professional judgement; 4. Exhibit professional insights in the effective application of business event management software; 5. Persuasively advocate responses to the challenges of changing customer service needs and changing global trends of the business event sector; and 6. With responsibility and accountability for own learning and professional practice demonstrate a commitment to team outcomes.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Online Quiz, 5%. Assignment, Group Assignment, 45%. Presentation, Presentation of Group Work, 10%. Examination, Final Examination, 40%.

BHO3435 Marketing Planning and Strategy
Locations: Footscray Park, VU Sydney.

Prerequisites: BHO2434 - Consumer Behaviour BHO2265 - Integrated Marketing Communications

Description: The aim of this unit is to focus on marketing planning and strategy. Marketing strategy is fundamentally concerned with understanding changing market and environmental landscapes, with a view to identifying trends and new business opportunities. The ability to develop sustainable, long term strategies to meet future demand depends on a rich understanding of the direction for change and the underlying drivers of those changes. This unit introduces students to strategic analysis and planning, strategic research methods and advanced written communication skills used to present complex reports.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically evaluate the evolution of marketing strategic thought; 2. Compare and contrast marketing managerial and strategic approaches to strategy formulation; 3. Employ - environmental scanning for marketing strategic planning purposes; 4. Analyse trends and identify growth opportunities in marketing; and 5. Formulate and recommend appropriate marketing strategies for creating competitive advantage.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


BHO3439 Marketing Services and Experiences
Locations: Footscray Park, VU Sydney.

Prerequisites: BHO1171 - Introduction to Marketing

Description: The aim of this advanced unit in marketing is to examine the special requirements for successfully understanding the marketing of services and experiences. The various activities in the services marketing mix are investigated 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 within the context of the Australian economy is examined.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Differentiate and critique the unique challenges involved in marketing and managing services and experiences; 2. Identify and examine the various components of the services marketing mix; 3. Distinguish the key issues required when managing customer satisfaction and service quality; 4. Assess the role of the participants as co-creators of experiences, satisfaction and recovery; 5. Analyse key issues that could impact upon service businesses.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Multiple-choice test, 10%. Presentation, Pecha Kucha style presentation, 20%. Report, Service experience diary and report, 30%. Examination, Final Exam, 40%.

BHO3499 Managing Sustainable Destinations
Locations: Footscray Park.
Prerequisites: Nil.

Description: The aim of this unit is to examine the meaning and practices of tourism
planning and sustainable destination management and its relationship to economic, physical and human environments in the context of destination competitiveness. Students will critically reflect on a variety of planning and management techniques at various stages for the development of sustainable tourism destinations at the global, national and, regional levels. Students will compare, critique and develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, and which result in sustainable outcomes. Students will engage in a range of learning activities including analysis of contemporary travel articles and academic sources, practical problem solving sessions, case study analysis, online learning activities, peer discussion and review, and self-reflection. Student learning will be guided and assessed by means of a business report, a test and a final examination.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Elucidate the roles and relationships of the key stakeholders involved in the sustainable and equitable planning, development and management of diverse destinations;
2. Devise, advocate and justify strategies for sustainable tourism planning and management as applied to different destinations;
3. Critically reflect on management of the economic, socio-cultural and environmental impacts of tourism to achieve equitable and sustainable outcomes in local and global communities;
4. Draw upon a broad range of academic and industry publications to compare and critique tourism planning and sustainable destination management approaches in diverse settings; and
5. Create a professional sustainable tourism development business report.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Test, Multiple Choice Test, 20%. Report, Prepare a Business Report (Group), 40%. Examination, Final Examination, 40%.

BHO3507 International Trends and Issues

Locations: Footscray Park.

Prerequisites: Nil.

Description: The aim of this unit is to provide an overview of current and future trends and issues relating to international tourism and hospitality. The approach will have a sectoral and/or a thematic focus. Topics will change over time, reflecting their relative importance to international tourism, hospitality and events. The unit aims to develop students’ abilities to critically evaluate data and information from a wide range of secondary sources and to interpret the implications that trends and issues have for the tourism, hospitality and events industries in the future. Students will engage with the content through a range of activities associated with contemporary cases and issues. Activities will include guest lectures, peer learning, debates, discussions and online activities. Student learning will be guided and assessed through a combination of tests, a group presentation and facilitated workshop and a research group report.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Compare and contrast the elements of a managing a product and managing a brand;
2. Critically analyse the importance, complex and often unpredictable problems in tourism and hospitality;
3. Work collaboratively in a team to conceptualise means to address a specific issue in international tourism and hospitality;
4. Advocate and justify means to address a specific issue in international tourism and hospitality in a presentation and workshop.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Test, In class, 20%. Presentation, Group Presentation and Workshop, 20%. Test, In class, 20%. Report, Group Research Report, 40%.

BHO5503 Marketing Communication

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit critically examines managerial decision-making skills in all aspects of promotion through the praxis of theoretical propositions and contemporary professional practice. The challenges of strategy development and implementation in advertising will be addressed through a variety of lenses: personal selling, publicity, public relations, direct response marketing and customer service. Critical examination and challenges will be informed by analysis and theorising about developments that contribute to enhanced professional practice and scholarship in this dynamic field of study.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Compare and contrast the strong and weak theories of marketing communications;
2. Devise effective marketing strategies and programmes;
3. Formulate appropriate marketing communications strategies to practical business objectives;
4. Distinguish and justify different creative and media execution; and
5. Evaluate a company’s marketing and promotional programme.

Class Contact: Seminar 3.0 hrs


Assessment: Presentation, Individual Presentations and Theory led Discussion, 20%. Report, Group Report (individual or pairs), 40%. Examination, Examination, 40%.

BHO5504 Brand and Product Management

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: The unit 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, 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 will be able to:
1. Compare and contrast the elements of a managing a product and managing a brand;
2. Critique the different measures of brand equity, including brand salience;
3. Debate communication strategies by justifying the measures of valuation formation that are based on consumer perception; and
4. Appraise the rationale behind new product development and new services development processes.
including innovation, research, and testing; and 5. Assess and develop differing brand and product portfolio management strategies.

**Class Contact:** Seminar 3.0 hrs Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or workshop or a delivery mode as approved by the College of Business.


**Assessment:** Presentation, Individual Presentation, 15%. Essay, Individual Essay, 35%. Report, Group Report, 30%. Presentation, Group Presentation, 20%.

**BHO5525 Marketing Strategy**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit reviews the theoretical underpinnings of marketing strategies. The unit is presented in a critical manner, ensuring students contextualise theoretical propositions, and the use of evidence-based argumentation allows the student to use empirical knowledge to develop the most appropriate strategies in practice.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critique whether formal planning procedures assist organisations in developing better marketing strategies and present this through individual and group based tasks;
2. Critically evaluate strategic management philosophies including the assumptions behind segmentation, targeting and positioning and outline these in both individual and group based work;
3. Generate and evaluate a range of alternative strategies in meeting the organisation’s objectives;
4. Formulate a marketing strategy based on justifying and interpreting theoretical propositions in evidence-based professional decision-making; and
5. Defend and justify the implications of alternative theoretical frameworks associated with applying alternative strategic marketing plans and elucidate these through individual and group-based assignments.

**Class Contact:** Seminar 3.0 hrs


**Assessment:** Test, Questions and Case Study, 15%. Essay, Individual Assignment, 25%. Presentation, Group Presentation, 20%. Report, Group Assignment, 40%.

**BHO5574 Consumer Behaviour**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This interdisciplinary unit discusses the consumer as the focus of the marketing system. The unit of study emphasises the use of knowledge about consumer behaviour in marketing decisions and insight for innovation. The contribution of the disciplines of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour is highlighted. Specific areas of focus are: consumer needs, motives, perceptions, attitudes, personality, the socialisation process, group influences (family, social groups, culture and business) and culture. Theoretical and conceptual consumer behaviour frameworks are applied to purchasing decision-making, buying and the use of goods and services in both Australian and a global context.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Reflect critically upon theoretical approaches and practice-based innovations in the key academic literature by evaluating their application to the field of consumer behaviour;
2. Appraise cognitive modes including cultural, social and psychological influences and present these through individual and group based activities;
3. Deconstruct consumer behaviour through the application of behavioural models including double jeopardy, duplication of purchase law and disutility theory;
4. Evaluate the strategic and tactical implications associated with alternative consumer behaviour theories and explain these through individual and group based activities; and
5. Question the value of traditional marketing practice and reflect on how the different approaches impact the marketing profession.

**Class Contact:** Seminar 3.0 hrs


**Assessment:** Essay, Individual Essay (1000 word), 15%. Presentation, Presentations (Teams), 20%. Report, Team Report, 35%. Other, Reflection 2500 words, 30%.

**BHO6001 Digital Marketing**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** The unit critically reviews many facets of electronic marketing with particular reference to its application for direct marketing and online advertising. Students will engage with the unit material through an established framework for an electronic marketing plan so that they will be able to utilise their theoretical knowledge and understanding on how to deploy digital technology to stay competitive in a dynamic business environment. Students will plan, evaluate and implement electronic marketing strategies in order to transform traditional marketing and business models.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Elucidate on how the Internet is changing existing marketing models and the role of new models and strategies to effectively exploit the medium;
2. Evaluate elements of the Internet environment that impact on an organization’s ethical and socially responsible Internet marketing strategy;
3. Analyse business cases and develop innovative electronic solutions to fulfill identifiable needs, justifying and interpreting theoretical propositions in evidence-based decision making;
4. Creatively apply insights and to formulate strategic recommendations on new and emerging e-business and e-commerce models technologies, products and services; and
5. Critically analyse e-marketing case-studies and advocate conclusions and proposals effectively in written and oral form.

**Class Contact:** Seminar 3.0 hrs

**Required Reading:** Chaffey, D, Ellis-Chadwick, F. 2012 5th edition, Digital Marketing: Strategy, Implementation and Practice, Harlow/ Pearson

**Assessment:** Case Study, Written analysis of business case A, 15%. Case Study, Written analysis of business case B, 15%. Report, Internet Strategy Report, 35%. Examination, Final Examination, 35%.

**BHO6505 Marketing Management**

**Locations:** Victoria University Online, VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit aims to critically review the major decisions faced by marketing decision makers in their efforts to harmonize the organization’s objectives, capabilities, and resources with marketplace needs and opportunities. This unit allows students to evaluate contemporary practices of marketing: the creation of value for customers and firms and the strategies and methods marketers use to successfully operate in today’s dynamic environment. The unit reflects on the major trends in the managerial practice of marketing and the teaching pedagogy is crafted around applied learning content, case study analysis, collaborative decision making and
Learning Outcomes: On successful completion of this unit, students will be able to:

1. Analyse and exemplify how the key elements of the marketing mix influence management practices within their profession;  
2. Contextualise and evaluate marketing management principles across industries and within profit, governmental and ‘not-for-profit’ organisations;  
3. Critically analyse marketing theory and literature to current disciplinary practice in order to reflect how organisations can better deliver value to their customers and stakeholders;  
4. Apply knowledge of marketing perspectives, decision tools, strategic practices and frameworks to formulate strategic marketing decisions and plans; and  
5. Extrapolate from theoretical concepts and principles to propose and justify courses of action which facilitate decision making in a variety of marketing management contexts, both locally and globally.

Class Contact: Seminar 3.0 hrs


Assessment: Case Study, Written analysis of case questions, 15%. Presentation, Topic presentations (group work.), 15%. Report, Preparing a marketing plan (group work), 35%. Examination, Final examination, 35%.

BIS7001 Enterprise Systems Strategy

Locations: VU Sydney, City Flinders.

Prerequisites: BIS6603 - Enterprise Resource Planning Systems

Description: This unit of study critiques the role of information systems in underpinning an organisation’s corporate strategy. The strategic application of various information systems are examined, including Enterprise systems and Business Intelligence. The potential impact of new technologies (mobile, social media and cloud computing) and Business Intelligence on the role of corporate strategy are examined and evaluated. Students will develop a research project calling upon theory and practice of the core units.

Credit Points: 12

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

1. Investigate the corporate strategic planning and implementation process and associated issues;  
2. Critically reflect the impact of IT and Enterprise Wide systems on businesses and their strategic outcomes;  
3. Investigate the future directions of Enterprise Wide systems and validate hypotheses with reference to theoretical frameworks, industry requirements, corporate trends and anticipated changing environments;  
4. Evaluate the strategic implications of emerging and future technology trends on corporate strategies; and  
5. Reflectively critique their personal contribution, responsiveness and accountability to achieving timely group outcomes.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: The required readings will be a compilation of journal articles and industry reports. A current reading list will be provided at the commencement of the unit. Students are expected to be aware of current trends in the academic literature.

Assessment: Literature Review, Class Facilitation and Summaries of Readings, 25%. Assignment, Lecture Based Assignment, 35%. Assignment, Research Assignment, 40%.

BLO2206 Taxation Law and Practice

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: NOT COMPATIBLE: BLB3134 Taxation law PRE-REQUISITE: Before undertaking this unit, students must have successfully completed either BLO1105 Business Law OR BLO1102 Contracts.

Description: The aim of this unit is to introduce students to the general principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions as well as a study of the common law applying to taxation principles.

Credit Points: 12

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

1. Elucidate an understanding of theoretical and technical knowledge of taxation law principles as they apply through both legislation and common law;  
2. Apply taxation law for both individuals and business entities in Australia;  
3. Analyse some of the theoretical issues applying to taxation law, both in Australia and in other jurisdictions;  
4. Apply taxation principles to make basic calculations as required by a practitioner in taxation practice;  
5. Analyse, generate and transmit solutions to complex problems in relation to taxation matters;  
6. Describe the various agencies and administrative bodies who can give further information on taxation issues as required; and  

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Assignment, Essay (2,000 words), 30%. Examination, Final examination (3 hours), 70%. Students only need receive a result of 50% overall, not a pass in both the exam and the assignment.

BLO3405 Law of Financial Institutions and Securities

Locations: Footscray Park, City Flinders.

Prerequisites: Prior to undertaking this unit, Students must have successfully completed BLO1105 Business Law OR BLO1102 Contracts Law.

Description: The unit investigates the legal framework within which bank and non-bank Authorised Deposit-taking Institutions (ADIs) operate. Students will critically review their regulation under legislation, the general law and the Industry Codes; the assessment and operation of securities accepted by them; and the legal consequences of a borrower’s insolvency. Topics to be investigated 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 this unit, students will be able to:

1. Critically analyse legal issues commonly arising in the Australian financial and banking industries;  
2. Determine and articulate the legal rights, duties and responsibilities of parties in a banker-customer relationship to achieve a balance of individual and public interest;  
3. Interpret and apply legislation, case law and industry codes to problem scenarios; and  
4. Review current legal issues affecting the banking sector.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

Required Reading: A Tyree, 2014 8th Ed Banking Law in Australia LexisNexis

Assessment: Presentation, Tutorial presentation, 5%. Assignment, Case study, 25%. Examination, Open book exam, 70%.

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BLO5513 Law of Employment

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit critically examines aspects of industrial law required for highly skilled professional practice in the vocational aspects of employment laws. Students will respond to authentic problems, proficiently applying and adapting the skills necessary to propose optimal solutions to legal problems which may arise in contemporary and emerging industrial arenas. Critical and creative thinking will inform strategizing techniques and the ability to substantiate or validate innovative resolutions to challenges which may arise in professional practice such as contract of employment; termination of employment; worker’s safety; and equal opportunity law.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review the ways in which the common law impacts on the employment relationships;
2. Identify and apply legislation that applies to the employer/employee relationship including occupational health and safety legislation;
3. Critically reflect upon theoretical approaches informing legal principles and analyse their application across a range of employment contract categories;
4. Discriminate between the rights and responsibilities of parties to a contract of employment in a dispute situation;
5. Critique the legitimacy of a termination of employment and justify conclusions through the presentation of corroborating evidence;
6. Analyse scenarios representing common employment disputes to recommend suitable resolution measures or outcomes and to hypothesise likely outcomes; and
7. Exemplify professional judgement in applying the procedures for establishing an enterprise bargain agreement that demonstrates a critical understanding of the organisation or section’s community practice/values and an individual’s responsibilities within these.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the College of Law and Justice. Unit of study equal to 12 credit points.

Required Reading: Price & Nielsen; 2012 4th ed Principles of Employment Law Thomson Reuters

Assessment: Assignment, Research Assignment 3000 words, 30%. Examination, Examination 3 hours with 15 min reading time, 70%.

BLO5539 Australian Income Tax Law and Practice

Locations: VU Sydney, City Flinders.

Prerequisites: BLO5540 - Business and Company Law

Description: This unit explores the income tax regime in Australia, through a critical review of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997, as well as other important legislative provisions relevant to the GST and Fringe Benefits Tax. The concepts that make up the notion of taxable income and how tax payable is calculated will be interrogated from a range of perspectives. Australia’s Goods and Services Tax (the GST) and Fringe Benefits Tax (FBT) and its application in wide ranging settings will be reviewed. Key taxation issues relating to a range of business structures including sole traders, partnerships, trusts and companies will also be analysed in this unit.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
2. Argue convincingly drawing on key provisions from Australia’s tax legislation legislative provisions to resolve complex problems;
3. Resolve tax problems by applying the role of the common law in Australia’s income tax system and principles from key tax cases;
4. Critique the role of Taxation Rulings in Australia’s income tax system and interpret Taxation Rulings on topics relevant to the unit;
5. Critique the legitimacy of a termination of employment; worker’s safety; and equal opportunity law.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Assignment, Individual Research Assignment, 30%. Examination, Test (Optional) 20%, 0%. Examination, Individual final exam (open book = 70%) (50% if Optional test is taken), 70%. The above assessments have a total equivalent word count of 7000 to 8000 words. Graded Assessment consists of: (1) Assignment (30%) AND (2) either of the following (at the student’s option): (a) Test (20%) AND individual open book Exam (50%); OR (b) Individual open book Exam (70%).

BLO5540 Business and Company Law

Locations: VUSydney, City Flinders.

Prerequisites: Nil.

Description: This unit of study examines two broad and distinct areas of the law starting with the law of contract. Contract law is the building block for all further study of law. The unit will critically examine the basic principles of contract law and interrogate 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 critically review relevant laws in relation to company law. Topics covered include: types of companies; corporate personality; company constitution; contracts made by the company; share capital and loan capital; directors and officers duties; shareholders remedies. The coverage of these topics however will be minimal and students will demonstrate high levels of personal autonomy and accountability and information literacy as they evaluate complex ideas and concepts and apply established legal frameworks to contemporary business situations and companies.

This unit will equip the students with knowledge of relevant business rules and regulations to help them in managing contemporary business organisations dynamically and efficiently.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Argue convincingly drawing on key provisions from Australia’s tax legislation legislative provisions to resolve complex problems;
2. Argue convincingly drawing on key provisions from Australia’s tax legislation legislative provisions to resolve complex problems;
workshop or a delivery mode as approved by the College of Law and Justice.


Assessment: Assignment, Case Study - 500 words, 10%. Assignment, Research Assignment - 2,000 words, 30%. Examination, Final Examination - 3 hours (all topics), 60%.

BM7000 Business Practices in China

Locations: City Flinders.

Prerequisites: Nil.

Description: It is clear that the opportunity for doing business in China today and into the future is significant and growing. China is Australia’s largest trading partner and export market with a population of 1.4 billion and a growing middle class. The challenges of doing business in China cannot be underestimated. To benefit from this market opportunity you need a customised business strategy and the ability to successfully navigate relationships within a complex culture. This unit introduces students to the politics, culture, etiquette and general business practices within China, including business culture and communications, business negotiation, organisational structure, and decision making. The unit focuses on providing a deeper understanding of China, taking a broader holistic view by engaging simulated cross-cultural business negotiations and case studies to further enhance graduate capabilities in working in China and/or negotiating with Chinese businesses. High level analytical and planning skills will be required to do case studies and prepare relevant business plans within the Chinese market or entity strategies targeting a Chinese market.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Contextualize the historical, political, legal, economic and socio-cultural aspects of China’s business environment in relation to Chinese business organizations and management practices;
2. Critically review the contemporary business environment in China and other countries, and its implications for foreign firms and managers;
3. Verify and set up strategies for establishing successful business relationships with Chinese colleagues, clients and supplies;
4. Identify and manage the economic, legal and political risks in entering Chinese market; and
5. Design a strategic plan for an organization operating in a Chinese business context.

Class Contact: Seminar 3.0 hrs

Required Reading: Selected readings will be made available via the unit VU Collaborate site.

Assessment: Case Study, Group Assignment: Best practice Asia-pacific trade and investment case study, 30%. Presentation, Individual and Group, 20%. Report, Comprehensive Report (Country and Regional Analysis), 50%.

BM2000 Human Resource Management

Locations: Footscray Park.

Prerequisites: BM01102 - Management and Organisation Behaviour

Description: This unit is designed for the Bachelor of Business with a specialisation in Human Resource Management. Human resource management introduces the principal activities that make up the human resource function in organisations. The students will investigate the link between human resource management practices and organisational performance. Topics covered include: 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: On successful completion of this unit, students will be able to:
1. Evaluate the concepts, theories and models put forward as supporting HRMs effectiveness in meeting corporate needs and employee demands;
2. Discriminate between HR models and practices and justify and recommend approaches to support achievement of organisational objectives;
3. Contextualise personal knowledge, skills and competencies to investigate, describe and recommend effective HR practices to provide solutions to contemporary workplace issues; and
4. Articulate ethical, socially and culturally responsible solutions to people management problems illustrating the role of culture, values and dispositions in achieving these solutions, and communicate recommendations effectively, orally, visually and in writing; and
5. Exhibit individual responsibility and accountability for own learning and professionally-appropriate practice and for timely contributions to group outcomes.

Class Contact: Class 3.0 hrs


Assessment: Literature Review, Literature Review, 20%. Presentation, Oral
On successful completion of this unit, students will be able to:
1. Critique the current and planned capabilities of a business organisation to provide sustainable practices in a dynamic business setting;
2. Assess the impact of internal and external environmental factors on a business organisation's ability to achieve strategic goals/priorities;
3. Devise and apply selective strategic decision making processes to identify strategic options and develop a strategic plan for a business organisation within a particular cultural or global context, and justify the conclusions and/or recommendations drawn;
4. Reflect upon enhanced personal and professional knowledge, skills and competencies, which contribute to the effective management of organisational resources and critique the role of culture, values and dispositions in achieving specified goals; and
5. Present relevant strategic management knowledge and principles in a clear and coherent manner demonstrating intellectual independence and the initiation and development of new ideas.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Class test, 10%; Report, Case Study Report, 25%; Presentation, Case Study Presentation, 15%; Examination, Final Examination, 50%
BM02004 Business Ethics

Locations: Footscray Park, City Flinders.

Prerequisites: Nil.

Description: Improving ethical standards and learning how to make appropriate ethical judgements in different contexts is a critical aspect of business practice in today's increasingly complex and globalised social and economic environment. Students will be involved in a number of activities that address ethical issues associated with business practice. They will evaluate questions of business responsibility in relation to globalization, corporate social responsibility, stakeholders, and the ethics of environmental sustainability that characterise business situations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Review business ethics in organisations, including basic knowledge of ethical theories as relevant to local and multinational organisations;
2. Analyse and adapt ethical theories and frameworks to address contemporary ethical problems arising in business situations;
3. Articulate the consequences of unethical conduct and discuss its impact on local and global communities;
4. Reflect critically on current issues to business ethics and begin to justify and apply relevant frameworks of analysis to ethical decision making balancing individual and public good;
5. Propose creative solutions, both collaboratively and individually using business ethics theories and concepts to current issues with responsibility and professional judgment;
6. Present, both orally and in writing, ethical, environmental, socially and culturally responsible solutions by communicating effectively both orally and in writing to contemporary 21st century problems.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

Required Reading: A series of readings, and links to: web sites and leading scholarly journals, reference materials, audio visual materials, policy documents and reports relating to both the Australian and the global context will be provided via VU Collaborate. Show, W.H., & Barry, V. (2016). (3rd ed.). Moral issues in business South Melbourne, Australia: Cengage Learning.


BM02005 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 are: to provide an in-school study of the concepts of innovation, entrepreneurship and entrepreneurial management and to appreciate the environment in which they are practiced and to study and appraise the theory and practice of resource acquisition and utilisation. This unit 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: On successful completion of this unit, students will be able to:
1. Evaluate the issues that influence how innovation and entrepreneurship is managed in 21st century organisations;
2. Develop effective decision-making skills in preparing a professionally-appropriate plan for stimulating and facilitating innovative activity;
3. Reflect upon enhanced personal knowledge, skills and competencies as they relate to the management of innovation and entrepreneurship;
4. Collaborate effectively, exhibiting personal initiative and judgement with growing responsibility and accountability for own learning and professional practice, while demonstrating commitment to achieving negotiated group outcomes.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

Required Reading: Frederick, H & Kuratko, D 2013 Entrepreneurship: theory, Process and Practice, Cengage, Australia

Assessment: Case Study, Case Study 1: Entrepreneurship, 20%. Case Study, Case Study 2: Innovation, 30%. Examination, Final exam, 50%.

BM02181 Operations Management

Locations: City Flinders.

Prerequisites: BEO1106 - Business Statistics

Description: Operations Management is one of the specialised units of Bachelor of Business (Supply Chain and Logistics Management) course. This unit is a gateway to other specialised units of the course. The unit aims to empower business graduates to develop the ability to understand and analyse specific operational problems and to propose solutions. This requires a thorough understanding of both the operations management principles and techniques so as to be able to apply this knowledge in practice. This unit includes the following topics: operations function in manufacturing and service industries; the planning and control of the operations process; application of operations management tools and techniques.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Conceptualise operations management principles and techniques so as to be able to apply this knowledge in practice;
2. Critically analyse operations functions and its management in manufacturing and service industries and their global supply channels;
3. Work collaboratively to solve variety of operational problems and to propose and justify solutions with reference to the application of appropriate methods and techniques;
4. Implement operations management knowledge for a lean and sustainable business; and
5. Work collaboratively with other team members to prepare a group project report and deliver a professional presentation based around selected case study.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class

Required Reading: Heizer, J and Render, B 2013, 11th Ed, Operations Management, Prentice-Hall, USA.

Assessment: Assignment, Individual X 3, 15%. Presentation, Group presentation, 10%. Case Study, Group Case Study Report on Industry Visit, 25%. Examination, Final Examination, 50%.

BM02201 Distribution Management

Locations: City Flinders.

Prerequisites: Nil.

Description: Management of the distribution of goods is important in all manufacturing organisations and many service organisations. Distribution is a critical component of supply chain strategy which leads to customer satisfaction and competitive advantage. Hence a course that involves study of logistics and supply chain management must facilitate a sound knowledge of the various aspects of product distribution and the operation of warehouses. This unit will enable students to understand the operations of distribution centres and relevant distribution logistics
within product supply chains from theoretical and practical viewpoints. Students will study the ways in which distribution centres link with various modes of transport and provide service to different customer needs. Students will analyze and critique the key concepts of distribution logistics including customer accommodation, inventory control, distribution network strategies, packaging, warehouse management systems, and distribution performances measures. Students will engage in a range of learning activities that include peer discussion and review, team work and analysis of real business situation in a company or organisations. Student learning will be guided and assessed by means of a literature review, a group presentation, a group report and an end-of-semester examination.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Appraise the major role of distribution in managing supply chains;
2. Apply specialized knowledge of distribution management to review channels of distribution, their main participants and their relative importance;
3. Conceptualise how the distribution function provides the key link between manufacturers and suppliers on the inbound side and retail and customers on the outbound side;
4. Review the functions of a distribution centre and the design features which cater for specific types of products;
5. Argue the importance of the customer service function to the logistics efforts of the firm; and
6. Work collaboratively with other team members to prepare a group project report and delivering a professional presentation based on a selected case study.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Online Quiz, 20%; Case Study, Group presentation, 10%; Report, Group report on industry (major assignment), 30%; Test, Tests (2 progressive in-class tests at 20% each), 40%.

BMO2203 E-Supply Chain Management

Locations: City Flinders.

Prerequisites: Nil.

Description: This is a specialist supply chain and logistics management unit within the Bachelor of Business (Supply Chain and Logistics Management). Students will reflect on processes behind sourcing suppliers - selection, certification and assessment. Further, students will work collaboratively to report on effective supplier relationships and their importance to successful purchasing. The unit facilitates appraisal of the importance of contracts and activities carried out during different stages of negotiation. Student learning will involve team reflection on a case with reference to a broad range of theories and frameworks associated with purchasing and supply management. Student learning in the unit will be guided and assessed by means of an online quiz, group case study analysis (including literature review), a group presentation and a final examination.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect on a range of functions of value chains and the influence that bar coding, RFID and ERP systems etc. have on them;
2. Produce a well-structured and balanced individual report that presents a critique of value global network-related topic based upon the reading of established academic literature;
3. Work collaboratively in a team to reflect upon experiences gained during an industry visit with reference to theories and frameworks encountered in the unit in order to produce a professional case study report;
4. Consult with team members to develop a professional class presentation on selected topics covered in their case study report; and
5. Conceptualise and synthesise information from various sources to present a clear, coherent and independent exposition of knowledge in the field of purchasing and supply management.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Test, Online Quiz, 20%; Presentation, Group Presentation, 10%; Case Study, Group Report, 30%; Test, Tests (2 progressive in-class tests at 20% each), 40%.

BMO3000 Knowledge Management Practices for Innovative Organisation

Locations: Footscray Park.

Prerequisites: Nil.

Description: This is a third year management unit in the Bachelor of Business specialising in Management and Innovation. Students investigate the significance of managing knowledge within organisations for successful collaborative innovations. The subject includes the following topics: sources and forms of knowledge; organisational memory and learning; developing knowledge systems; documents in
electronic environments; and knowledge management tools. Students will investigate the alignment of knowledge management and business strategy for innovation, and discuss managing on innovative culture and change. The selling and measuring knowledge management, and using knowledge for competitive advantage will be debated and critiqued.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse knowledge issues in both domestic and international context by synthesising and applying knowledge management theory;
2. Critically evaluate priorities and articulate key issues in complex knowledge management problems;
3. Collaborate as a member of a team, including multidisciplinary teams, and draw on, recognise and value the knowledge and contributions of others and balance team and individual goals; and
4. Exhibit autonomous, self-directed learning skills and habits.

Class Contact: Seminar 3.0 hrs

Required Reading: Balkin, Kimiz, 2011 2nd Edition Knowledge Management in Theory and Practice Cambridge, Massachusetts, MIT Press Reading lists for lectures and tutorials are available via the unit VU Collaborate site.

Assessment: Essay, Essay on Literature, 20%. Case Study, Case Study Report (Group), 30%. Presentation, Report Presentation (Group), 10%. Examination, Final exam, 40%.

BMO3123 Integrated Supply Chain Management

Locations: City Flinders.

Prerequisites: Nil.

Description: Supply chains underpin the flow of goods and services from point of origin to point of consumption. This further develops specialist academic knowledge and skills to strategically manage the logistics functions in a supply chain in the context of the globalisation of business. Students will critically reflect on a range of domestic and international logistics challenges and explore global logistics functions associated with coordinating market demands and supply management. Key topics include demand management of inventory, inbound and outbound logistics functions, supply chain relationships, chain performance measurement and sustainability.

Students will engage in a wide range of learning activities including problem-solving sessions, case study analysis, peer discussion and review, and self-reflection. Assessment will involve a major industry report, a group presentation and an end of semester exam.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect on the role of supply chains and review its benefits that can accrue to a firm’s competitiveness in a global market by applying effective strategies;
2. Rationalise cost and chain performance, and critically evaluate customer service delivery through development of strategies for important, complex and unpredictable future challenges through an in-depth study of a selected firm and produce a professional report by working in a small team; 3. Work collaboratively in a small group to develop a professional case presentation and justify recommendations that address domestic and international supply chain challenges; and
4. Conceptualise and synthesise information from various sources to present a clear, coherent and independent exposition of knowledge in the field of supply chain and logistics management.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Report, Group Industry Report, 35%. Case Study, Group Presentation, 15%. Examination, Final Examination, 50%.

BMO3323 Employee Relations Management

Locations: Footscray Park.

Prerequisites: BM02000 - Human Resource Management

Description: This unit is designed for the Human Resource Management specialisation of the Bachelor of Business. Students explore and critique 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. Students learn via simulated exercises, case studies, discussion around questions and lectures. Further, there is an attempt to bring in a practitioner perspective with several guest speakers. Topics include the context of ER, theoretical perspectives, trade unions, management, the state, legislation and other issues in relation to ER.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Deliberate and reflect on ideas, concepts and theories to analyse employee relations in Australia;
2. Analyse and critique of the parties, processes and rules of Australian employee relations; and
3. Critically evaluate contemporary developments in employee relations management.

Class Contact: Lecture 1.0 hrs Tutorial 2.0 hrs


Assessment: Essay, Essay (2000 words), 25%. Exercise, Participation in role play 15% and reflective exercise 10%, 25%. Examination, Final Exam, 50%.

BMO3332 Managing Organisational Change

Locations: Footscray Park.

Prerequisites: Nil.

Description: This unit students will develop approaches to, and methods of, change that foster organisational responsiveness to the rapidly changing and competitive environment. The aim of this unit is to provide you with a clear understanding of some key changes necessary for organisations to bring about innovative and sustainable ways of achieving improved business performance and the issues underlying these. Understanding organisational change will help students imagine how organisations will continue to change over the next decades, and how this might affect employees, organisations and the community. This is a third year unit in the Bachelor of Business with a specialisation in Management. This unit provides students with a framework for rethinking their organisational change and management experiences, and for gaining a critical appreciation of future change management practices that creates a pathway for organisational innovation. Students will understand how to lead and manage change.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critique the nature, causes and dynamics of organisational change;
2. Identify, critically review and distil key issues affecting change in organisations;
3. Explain, evaluate and propose modifications to the theories, principles and concepts of change in organisations to better support innovative approaches to successful organisational change occurring in particular settings;
4. Rationalise the causal change model and analyse and compare the effects of change;
5. Present learnings/findings in individual and team-based formats illustrating initiative and professionally-appropriate judgement with report writing skills;
6. Develop persuasive communication skills.
to be able to direct change culture in contemporary organisations or community settings; 7. Practice and develop key change generic skills of critical thinking, teamwork, communication and work in an environmentally responsible manner; and 8. Reflect on behavioural complexities associated to organisational change.

Class Contact: Seminar 0.0 hrs Equivalent to three hours per week. Normally to be delivered as a combined three hour lecture and tutorial, workshop, modules, or a delivery mode as approved by the College of Business.


BMO3418 Transport and Logistics Management

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit is one of a suite of specialist supply chain and logistics management units within the Bachelor of Business (Supply Chain and Logistics Management). The unit complements study undertaken in other specialist units in the areas of logistics and distribution. This unit 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. Key topics include transport planning, control and strategy, safety regulations, and technology in transport management.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect on transport regulation and structure, oversee operations and policies, and address challenges in the transport sector; 2. Critically review issues about the management of transport and e-transport to address simple, important, complex, and unpredictable problems; 3. Rationalise cost and performance data and its relationship to the development of transport strategy and future challenges; and 4. Conceptually map and synthesise information from various sources to present a clear, coherent and independent exposition of knowledge in the field of transport and logistics management.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr

Required Reading: Coyne, J, Bard E & Nevack, R, 2011 7th edn, Transportation South-Western Cengage Learning, Mason Ohio.

Assessment: Literature Review, Individual Assessment, 30%; Case Study, Syndicate Assessment, 30%; Examination, Final Examination, 40%.

BMO3419 Supply Chain Analytics

Locations: City Flinders.

Prerequisites: BMO2181 - Operations Management

Description: This is a specialist supply chain and logistics management unit within the Bachelor of Business (Supply Chain and Logistics Management). Students will critically review a variety of supply chain theoretical, analytical and optimisation models, analytics around decision-support tool and solution techniques. The major focus will be on applying these analytical techniques to identify and resolve contemporary logistics related business problems. Sample examples include supply chain demand planning using SAP-SCM module, vehicle dispatching in transportation, transshipment and shortest path optimisation models, economic order quantity of inventory, and warehouse management systems (WMS) in distribution operations. Students will investigate spreadsheet models for the problems described above and determine solutions by MS EXCEL Solver.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Reconceptualise and synthesise knowledge of analytical and optimisation models, use of decision-support tools and techniques, hands-on working on SAP-SCM planning module for demand estimation and use of MS EXCEL Solver exercises for alternate solution; 2. Critically reflect individually on a range of forecasting tools and techniques by using SAP-SCM planning module and realise its potential for demand estimation in a supply network planning; and 3. Work collaboratively in a team or/and individually to develop problem-solving capability working through a range of analytical decision-support tools, and reflect on their underlying applications in the business of logistics and supply chain management.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Assignment, SAP-SCM Demand management module-Individual assignment, 20%; Case Study, Small analytical Case Studies-Individual assignment, 40%; Assignment, Assignments-Group Assignment, 40%.

BMO3420 Human Resource Information Systems

Locations: Footscray Park.

Prerequisites: BCO1102 - Information Systems for Business

Description: This is a third year unit in the Bachelor of Business with a specialisation in Human Resource Management. This unit is concerned with how technologies offer value to improve human resource management and relevant practices. Students critically evaluate the technologies and methodologies involved in the improvement of human resource management; and develop the knowledge and skills to effectively use and manage various Human Resource Information Systems (HRIS).

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Analyse the administrative and strategic value of a Human Resource Information Systems (HRIS) as relevant to local and multinational/global organisations; 2. Review issues relating to the analysis, implementation and maintenance of HRIS’s and their subsequent level of use in contemporary business settings; 3. Demonstrate the use of SAP HCM, in relation to the effective management of human resource information; 4. Collaborate effectively in a team environment with responsibility and accountability for own learning and professionally-appropriate practice, demonstrating initiative and judgement to develop creative HR system solutions; and 5. Articulate ethical, socially and culturally responsible HRIS solutions to contemporary 21st century problems by communicating recommendations effectively, orally, visually, and in writing.

Class Contact: Lecture 2.0 hrs Tutorial 1.0 hr


Assessment: Other, Literature Review and Discussion, 10%; Project, Group Research Project, 50%; Test, Practical Test using ERP-HR software, 20%; Examination, Final Exam, 40%. Demonstrating the use of SAP HCM, in relation to the effective management of human resource information is a hurdle requirement and is assessed through a practical test. To pass this unit a student must achieve a total of 50.0% or more AND achieve a pass grade on the final exam and the practical test.
BMO3478 Workplace Mentoring Program

Locations: City Flinders.
Prerequisites: Nil.

Description: This capstone unit is designed to broaden students' industry knowledge and ideas, enable professional network development and increase confidence in their ability to transition from university to working life. Student mentees are matched as per their interests with senior industry professionals acting as mentors, from a variety of sectors and areas of specialization to enable students to benefit from the experience, knowledge and expertise of a highly-skilled mentor, working in the type of role they aspire to be in themselves later in their own careers. The unit promotes excellence, develops leadership and initiative, and supports career development, whilst nurturing future talent.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
- 1. Act with responsibility and accountability for own learning and professional practice in a workplace responding appropriately to employer expectations, workplace culture and have improved workplace awareness;
- 2. Extend and adapt disciplinary knowledge and practical skills to solve complex problems and communicate professional recommendations;
- 3. Work collaboratively and consultatively with diverse colleagues exercising critical thinking and judgement in diverse work contexts; and,
- 4. Critically evaluate employment opportunities in the market and employ strategies to transition into the workforce.

Class Contact: Students will be required to combine meetings with their mentors with a number of classroom-based sessions: Week 1 - Induction; Development of Mentoring Action Plan (3hrs) Week 3 - Resume Development (3hrs) Week 5 - Professional Networking, Business Cards & LinkedIn (3hrs) Week 6 - Mid-point Assessment (3hrs) Week 8 - Interview Technique (3hrs) Week 10 - Career Awareness & Development (3hrs) Week 12 - Presentation Evening (3hrs) Exact times and duration of the mentor meetings will be dependent upon the availability of the mentors. Mentors are advised that a minimum of 12hrs contact time, over the course of the semester is required for participation.

Required Reading: Each student will be supplied with a Mentor handbook that will provide all required text for this unit. Lore, N (2012) 1 The Pathfinder: How to Choose or Change Your Career for a Lifetime of Satisfaction and Success New York, Touchstone.

Assessment: Portfolio, Assessment of the mentor's portfolio and Mentoring Action Plan, 15%. Review, Students' performance within the workplace assessed in line with a number of key criteria (e.g. professional conduct, communication, punctuality etc.), 30%. Report, 3000 word reflection on the mentoring experience, in line with how learning outcomes have been achieved and Graduate Capabilities met, 40%. Presentation, 10 minute presentation showcasing key mentoring experiences, 15%. A number of assessed tasks have been designed to measure the students' performance over the course of their mentoring experience.

BMO5501 Business Ethics and Sustainability

Locations: Victoria University Online, VU Sydney, City Flinders.
Prerequisites: Nil.

Description: This unit critically reviews the socio-cultural environment in which business operates. Ethical frameworks for decision making will be critiqued and students will construct the debates surrounding contemporary corporate responsibility and sustainable development as they impact on organisations in their local and global contexts. Emphasis will be on how new pressures on businesses arise, and how effective the various models that structure organisational responses are to these dynamic and emergent challenges.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
- 1. Discriminate between key western philosophical approaches to ethics;
- 2. Discriminate between ethics, legal requirements, and religious doctrine as they impact on contemporary business and be able to critically comment upon the role of culture in ethical decision making;
- 3. Advocate a position on the ethical issues associated with the western capitalist business system through analysis, critique and the presentation of corroborating evidence;
- 4. Exemplify professional judgement in assessing alternative perspectives of corporate responsibility in the context of contemporary business issues;
- 5. Evaluate the sustainability agenda and justify assessment of the implications for business;
- 6. Evaluate and debate the role of social movements and institutional changes to business operations; and
- 7. Clearly communicate conclusions to inter-disciplinary audiences demonstrating a high level of personal autonomy and accountability.

Class Contact: Seminar: 3.0 hrs

Required Reading: A link to a book of readings containing current and seminal journal articles will be posted in VU Collaborate.

Assessment: Journal, Reflective Journal, 15%. Report, Case Study Report, 45%. Examination, Final Exam, 40%. The WIL activity is an industry-simulated project (Case Study Report). Students will be involved in a number of activities that simulate the ethical issues associated with business practice and will be required to evaluate questions of business responsibility and sustainability that characterise business situations.

BMO5544 Industrial Relations

Locations: City Flinders.
Prerequisites: Nil.

Description: This unit investigates the nature of industrial relations in Australia and critically reviews the interface between industrial relations institutions, workplaces and employment outcomes. Through analysis, debate and critical reflection, students will exhibit professional attributes of ethical practice, respect for cultural diversity, and consideration of local and global contexts and individual and public good when exploring the complexity of 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: On successful completion of this unit, students will be able to:
- 1. Exemplify professional judgement in identifying, deconstructing and solving a broad range of complex problems, creating new strategies and drawing on in-depth specialist knowledge, reflection and evaluation with regards to the framework of industrial relations in Australia;
- 2. Critically analyse and evaluate the key processes of industrial relations at the workplace level and their relationships to the institutions;
- 3. Critically discuss, analyse and evaluate with regard to the framework of industrial relations trends and debate their impact on the parties, processes and rules of Australian industrial relations; and
- 4. Persuasively advocate their recommendations in both written and oral form to a variety of specialist and non-specialist audiences.

Class Contact: Seminar: 3.0 hrs


Assessment: Presentation, Oral, 20%. Assignment, Essay, 30%. Examination, Final exam (2 hours), 50%.
BMO5564 Human Resource Management

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit applies theoretical and conceptual knowledge to develop creative problem solving of everyday human resource management (HRM) related issues and challenges in the workplace. Within the context of broad major current themes and debates in the field, students will critique and dispute concepts and theories which underpin contemporary HRM. Students will use case studies to debate the efficacy of practicable techniques, and current models and frameworks used in relation to HRM in organisations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically commentate upon the duality of staff and line management responsibility for the management of human resources;
2. Evaluate the strategic advantages obtainable from effective human resources management planning and implementation techniques;
3. Interrogate the application of systems models to human resources management functions;
4. Apply relevant principles in the area of human resources practices in a legal, ethical and socially responsible manner to illustrate the role of culture, values and dispositions in affecting the attainment of goals;
5. Concisely advocate and justify professional judgements to specialist and non-specialist audiences through critical analysis, interpretation and contextualisation of theoretical propositions and the provision of evidence-based corroboration; and
6. Exemplify creative and innovative problem solving of complex professional challenges.

Class Contact: Seminar 3.0 hrs


Assessment: Presentation, In-class Presentation, 10%. Report, Research Report, 40%. Reflective Journal, Case Study Report, 50%.

BMO5567 Managing Workplace Conflict

Locations: City Flinders.

Prerequisites: Nil.

Description: This unit deconstructs the contested and dynamic nature of workplace conflict, and critiques the processes for the resolution of conflict at workplace level. Praxis, to demonstrate the intricacies of balancing individual and public good, is at the heart of learning. Students will contextualise and modify professional knowledge and communication skills necessary for the effective processing of workplace conflict in a socially responsible, culturally appropriate and ethical manner.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review theories about the nature of conflict in the workplace as they relate to specific industries/sectors as applied to local, national or global organisations;
2. Critique the current debates about mediation and formal processes of Conciliation in Fair Work Australia;
3. Deconstruct the causes of interpersonal conflict in the workplace and the applicability of different types of mediation processes available to resolve such conflict to illustrate the dynamics of workplace communities and individual’s responsibilities within these;
4. Decode the issues of neutrality with regard to choice of mediator and of the handling of potential power imbalances between the parties to interpersonal conflict;
5. Reflectively commentate upon the formal processes at workplace and tribunal level in handling disputes arising from Enterprise Bargaining Agreements and relevant discrimination and Occupational Health and Safety legislation; and
6. Conceptually map the role of HR departments and unions in formal dispute resolution processes.

Class Contact: Seminar 3.0 hrs


BMO5572 Strategic Human Resource Management

Locations: Victoria University Online, City Flinders.

Prerequisites: Nil.

Description: This unit critically examines the extent to which human resource management is strategic to organizational success in a global context. Alternative models of business strategy and the integration of human resource management are considered. The changing external environment of globalization and competition and the resultant restructuring of industries, labour markets and organizations is analysed so that the factors influencing managerial choice and employee choice in relation to the different strategies can be assessed. There will be a focus on strategic international human resource management and the issues facing organizations that operate in the international environment.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Identify and critically appraise the key differences between domestic and international human resource management;
2. Hypothesise the strategic advantages obtainable from effective international human resource management;
3. Evaluate and exemplify contextual factors that influence international human resource management practice; and
4. Critically reflect on the important change in the professional role of the Human Resource Manager brought about by globalization.

Class Contact: Seminar 3.0 hrs


Assessment: Essay, 15%. Report, Research report and presentation (team), 45%. Test, Class Test, 40%.

BMO5574 Supply Chain and Logistics Management

Locations: City Flinders.

Prerequisites: Nil.

Description: The unit investigates the concept of supply chain management in the sourcing, provision and delivery of goods and services, including practical applications encompassing physical movement and storage, information systems support and collaborative relationships between partners in the supply chain. Supply chains as integration of strategies and operations to achieve end customer requirements. The unit also includes major logistics functions such as order processing, inventory management, distribution centres, transport and customer service as well as 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 are also explored. Integrating theoretical knowledge with professional practice, this unit of study delivery includes a site visit to review and investigate distribution centre operations.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review and understand the concept of an integrated supply chain, or
value chain, serving a set of customers in a wide range of situations; 2. Critically analyse a business case, write a report and undertake a collaborative group presentation on distribution, transportation and/or materials management with recommended improvements; 3. Gain hands on practice, demonstrate advanced level use and implementation of Advanced Planning and Optimisation (APO) software, SAP's Supply Chain module to formulate a Supply Network Planning (SNP) and optimisation heuristics in a range of contexts; and 4. Formulate and justify a strategic logistic plan for a local manufacturing or service company in a supply chain and collaboratively suggest an action plan for future operations of a supply chain related industry.

**Class Contact:** Lecture 1.0 hrs Tutorial 2.0 hrs

**Required Reading:** Sadler, I 2007, Logistics and Supply Chain Integration, Sage, London.

**Assessment:** Report, Individual SAP-APO module workshop and report writing, 30%. Case Study, Group case study Presentation and report writing, 20%. Project, Group Industry Project & Report Writing, 50%.

**BMO5559 Green Logistics**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to enhance student's understanding of the environment impact of logistics and global supply chains, where the processes behind converting raw materials into finished consumer goods, which are then being distributed to markets around the world, can have significant implications for the areas of air quality, noise and vibration, environmental disasters and global warming.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically analyse the environmental consequences of logistics and global supply chains; 2. Critically reflect on the established academic opinions of current literature and produce a well-structured and balanced individual report, on a sustainability-related topic, based upon current academic literature; 3. Exemplify the linking of theory with experience/practice by working in a small team in an industry/site context and produce a professional case study report; and 4. Work collaboratively with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr


**Assessment:** Essay, Reflective essay, 15%. Case Study, Group presentation, 20%. Assignment, Reflective essay, 45%. Assignment, Leader philosophy and action plan, 20%.

**BMO6506 Work and Organisation Systems**

**Locations:** VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit examines the major organisational system issues that managers need to understand and respond to in the context of significant changes in the world. These issues are considered in terms of the interaction between people and the organisational context within which they work. The unit emphasizes two approaches. First, to gain knowledge and understanding of human behaviour and organisational systems/structures through applied learning opportunities and, in the process, learn how to be a more effective leader and manager. Fundamental concepts about organisations, individuals and groups in relation to leadership and 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 practice, and the context in which they work.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:
1. Critically analyse the environmental consequences of logistics and global supply chains; 2. Critically reflect on the established academic opinions of current literature and produce a well-structured and balanced individual report, on a sustainability-related topic, based upon current academic literature; 3. Exemplify the linking of theory with experience/practice by working in a small team in an industry/site context and produce a professional case study report; and 4. Work collaboratively with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

**Class Contact:** Lecture 2.0 hrs Tutorial 1.0 hr


**Assessment:** Test, Mid-term Test (theory and short-answer questions), 15%.
This subject introduces students to the concepts and practice of operations management for manufacturing and service businesses in private and government enterprises. Managers and executives require an understanding of business production systems from the perspectives of customers, employees, directors, information communication and value streams. The integrated management of operations and the outsourcing of services and production is an important requirement for businesses.

**Credit Points:** 12

**Learning Outcomes:**

1. Deconstruct the concept of service design and provision in a range of situations;
2. Critically evaluate various manufacturing and supply chain policies and theories, and interpret their application and relevance to contemporary industries;
3. Adapt and justify the design of transformation processes which utilise material, human and other resources to create products for customers in a given context;
4. Collaboratively investigate, analyse and report on practical manufacturing and service management situations in a specified industry, making effective recommendations; and
5. Critically review service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.

**Class Contact:**

- Lecture 1.0 hrs
- Tutorial 2.0 hrs

**Required Reading:**

Hill, T. 2012 3 Operations Management, Palgrave Macmillan, Basingstoke, UK.

**Assessment:**

- Assignment, Research Operations Assignment, 30%.
- Case Study, Group Presentation, 20%.
- Examination, Final Exam, 50%.

**BMO6511 Strategic Management and Business Policy**

**Locations:** Victoria University Online, City Flinders.

**Prerequisites:** Nil.

**Description:** Strategic Management examines the decisions, actions and processes undertaken by firms for success, growth and change in a business environment. Managers at all levels are involved in the strategic management process and must be able to utilise an advanced body of knowledge and skills to plan and problem solve in this area. This unit of study will explore the principal elements in external and internal environments which impact on organisations and consider how current theoretical frameworks and the interdisciplinary and professional knowledge base respond to complex issues. High level analytical and planning skills will be required to prepare relevant business plans.

**Credit Points:** 12

**Learning Outcomes:**

1. Identify and evaluate the impact of key environmental factors, including economic, social, technological and political, on the strategic management context;
2. Critically review the major models used in strategic analysis;
3. Justify the applicability of strategic choices based on consideration of implementation factors and conditions;
4. Evaluate designated strategic management tools in order to recommend appropriate strategic responses to business problems;
5. Theorise the implications of business strategy choices on functional strategies, including marketing, operations and finance management; and
6. Design a strategic plan for an organisation.

**Class Contact:** Seminar 3.0 hrs

**Required Reading:**


**Assessment:**

- Assignment, Group Assignment, 20%.
- Presentation, Individual and Group, 20%.
- Examination, Final Exam, 50%.
- Assignment, External Analysis, 10%.
BMO6624 Organisation Change Management

**Locations:** Victoria University Online, VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit develops contemporary understanding of organisational design, organisational change and development through contextualisation of common challenges for change in both traditional and new organisational forms. Students are challenged through interrogation and critical reflection on practices and theories of critical and conventional theories and models of change. Students will advance their diagnostic skills, competencies and processes in assessing the need for change, and the development, implementation, and evaluation of change strategies at all organisational levels. Solutions to complex change management problems will be derived in a socially and culturally responsible manner, where students will advocate and substantiate recommendations grounded in scholarly literature to demonstrate professional responsibility and accountability.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Critically review the components and processes of organisation change and their implications for managers in contemporary and emerging organisations;
2. Investigate, interpret and assess various change and development philosophies and models as techniques to achieve socially responsible and culturally-relevant solutions;
3. Demonstrate, clearly articulate and facilitate a change management intervention within a group which is grounded in theory and evidence and exhibits a high level of collective professionalism;
4. Ascertain and develop change strategies for the individual, group, inter-group and organisation levels in situations of incremental or discontinuous change that demonstrate a balance between individual and public good;
5. Determine and explore the significant managerial and leadership implications of managing change in organisations and persuasively advocate recommendations to specialist and non-specialist audiences; and
6. Adapt skills in change management processes to meet emerging challenges posed by new situations and contexts, exhibiting a high level of personal accountability and autonomy.

**Class Contact:** Seminars 0.6 hrs


**Assessment:**
- Literature Review, Literature Review and Critique, 30%. Project, a) Group Project Presentation, 10%. Project, b) Group Project Report, 20%. Case Study, Individual Case Analysis of a major Transformational Change, 40%.

BMO6625 Performance Management and Rewards

**Locations:** Victoria University Online, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit critically reviews key trends and issues in performance management and rewards, and debates the strategic importance of issues arising from balancing critical elements within the system of rewards and performance management. Students will: critically analyse performance management ethics through issues-based lenses critiquing expected as well as unintended strategic, organizational, team and individual outcomes that may emerge from performance management. Contemporary theory and practice in performance management will be contextualised through critical analysis and critical theory will inform critiques of 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 will be able to:

1. Critique key trends and issues in performance management systems and rewards;
2. Critically analyse the tangible and intangible strategic value of performance management systems; 3. Apply theory to practice in an action learning project on performance management and remuneration systems; 4. Extrapolate from theoretical concepts and principles to propose and justify courses of action which facilitate decision making in a variety of performance management contexts, both locally and globally; and 5. Advocate conclusions to and justify professional decision-making to interdisciplinary audiences demonstrating a high level of personal autonomy and accountability for both personal outcomes and those of the group.

**Class Contact:** Seminars 3.0 hrs


**Assessment:**
- Project, Action Learning Project, 40%. Report, Literature Research Report, 50%. Presentation, Presentation of Research findings, 10%.

BMO6630 Business Research Methods

**Locations:** Victoria University Online, VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** The purpose of the unit is to provide students with a firm foundation and understanding of business research methods and the research process. Instruction will be provided which will enable students to perform effective literature reviews. Students will be instructed in various research methodologies, the importance of ethical research conduct, and considerations of sampling and fieldwork to assist them with designing an appropriate method for their research. Students will be trained in the presentation of results, exposition of processes and methods used and conclusions drawn.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Review, analyse and critique discipline-based knowledge in businesses and organisations to identify and interrogate complex problems and develop a broad perspective of discipline-related research undertakings, both in general and more specifically within one or more sub-disciplines; 2. Critically review basic research construction and evaluation and demonstrate discipline-appropriate application of research terminology; 3. Justify the use of research methodologies as relevant to particular examples of social and business research investigations; 4. Conceptually map the research process, identifying researchable problems and developing a defensible conceptual framework for research; 5. Conduct critical reviews of research output; and 6. Discriminate theories relevant to the applicability and limitations of experimental, survey and case study research.

**Class Contact:** Seminars 3.0 hrs


**Assessment:**
- Literature Review, Literature review & structured abstract, 30%. Other, Questionnaire development, piloting & administration, 40%. Examination, Exam, 30%.

BMO7000 Advanced Organisational Behaviour

**Locations:** Victoria University Online, VU Sydney, City Flinders.

**Prerequisites:** Nil.

**Description:** Organisational behaviour is an interdisciplinary field drawing from
numerous disciplines including psychology, sociology, economics, organisation theory, statistics, and several others. This unit of study will expose you to advanced behavioural science theories and applications in management including cognitive theory, psychodynamics and psychoanalysis. It is designed for those who have an interest in understanding, critiquing, and analysing behaviour in organisations. The primary aim of the unit is to improve your understanding of how people behave and interact within organisations. Having a greater knowledge of employee behaviour will help you understand attitudes and behaviours of your co-workers, subordinates, supervisors, and clients. Importantly, the unit will help you to better understand your own past and future behaviour as a member and manager (leader) within an organisation and those that are around you. The unit extends beyond the introductory organisational behaviour course by focusing on provocative and current topics including the changing nature of workforce, contracting, consulting, global workforce mobility and knowledge economy.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Evaluate real-world, multi-faceted, complex behavioural problems in organisations, and propose creative solutions based on theoretical underpinnings. The theoretical knowledge is crucial as it will allow you to return to "first principles" in order to solve the new problems that you will face, continually, as a manager;
2. Critically analyse and cross-examine the work and approaches of different schools of thought and theorists writing on organisational behaviour and interpret their relevance to wide ranging local and global organisational contexts;
3. Review current academic research that provides the basis of our knowledge for professional practice in understanding the behaviour of people, the role of culture, values and dispositions in affecting achievement of goals within diverse organisations;
4. Develop analytical skills through case study based methods of learning that will help you develop sufficient confidence and competence to be in a position to comprehend, appraise recommend and initiate improvements to organisational policies and practices regarding human behaviour in the workplace, with ethical accountability and confidence; and
5. Advocate the concept of positive and constructive employee behaviour and attitudes, and how this in turn shapes performance and capacities required to contribute to a more equitable and sustainable world.

Class Contact: Seminars 3.0 hrs

Required Reading: A collection of relevant journal articles together with Handbook case studies and case videos will be used for each lecture session. There will be no prescribed textbook.

Assessment: Assignment, Individual Critique of the Literature (4500 words), 30%. Case Study, Group examination of a real-time case study from participating organisation (3500 words), 30%. Examination, Final examination, 40%.

BMO7001 Organisational Diagnosis and Change

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: This unit of study will help students learn the skills involved in conducting a systemic, organisational diagnosis. The unit specifically places emphasis on systems thinking, psychodynamic organisational theory, and appreciative inquiry as ways into understanding organisational issues and problems. A broader aim is to examine how systems thinking can be incorporated in action research interventions to successfully implement change. The unit intends to provide participants with the theoretical constructs and application skills necessary for identifying and framing problem areas, collecting data, and organising feedback to client systems. Real-time case examples will inform our discussions as we consider the relationship between diagnosis, organisational reflection, and appropriate action.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Devise and prescribe applicable and robust approaches to diagnose problems in organisations and implement organisational reviews with accountability;
2. Interrogate data collected and advocate an innovative intervention plans as suitable to current organisations;
3. Critically analyse and synthesise various models of systems change practiced in contemporary global, multinational settings and theorise and adjudicate their applicability to Australian contexts, respecting and valuing diversity; and
4. Contextualise approaches to systems thinking in resolving multi-dimensional, real-world complex problems with creativity, leadership and initiative.

Class Contact: Seminars 3.0 hrs

Required Reading: A collection of relevant journal articles together with Handbook case studies and case videos will be used for each lecture session. There will be no prescribed textbook.

Assessment: Assignment, Individual Critique of the Literature (4500 words), 30%. Case Study, Group examination of a real-time case study from participating organisation (3500 words), 30%. Examination, Final examination, 40%.

BMO7002 Technological Change and Innovation

Locations: VU Sydney, City Flinders.

Prerequisites: Nil.

Description: The importance of technological change and innovation within organisations has increasingly become critical as firms struggle to achieve and maintain competitive advantage in a fast changing global markets. The speed of technological change has not only brought innovation and efficiency but has also created a challenge for many organisations that still grapple with its complexity. Often the relationship between technological change and organisational change is not comprehended which leads to significant innovations being resisted, become victims to competing ideas, or fail to be sustained. This unit of study will help students learn how new technologies are aligned and implemented within organisations to remain competitive. Using insights from case studies and real life examples, students will be able to analyse problems and challenges relating to technological change and design solutions.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse and understand the scope of technological change as key drivers of innovation in wide ranging, contemporary organisations;
2. Review and interpret the theoretical knowledge underlying the technological change and infer on the ways firms come up with innovations;
3. Critically evaluate the complexities that surround technological change and organisational change when implementing new ideas and technology in Australian and global contexts;
4. Network and collaborate effectively in resolving complex technology adoption problems in local and multinational organisations. Appreciate the importance of teamwork - in particular multidisciplinary teamwork and high performing teams;
5. Analyse and compare different innovation processes using a series of real-life case studies and evaluate the differences between technological change and organisational change recommending sustainable strategies to manage change; and
6. Validate project management methodologies including agile methodology and various tools through their expert use in contemporary organisational contexts.

Class Contact: Seminars 3.0 hrs

Required Reading: A collection of relevant journal articles together with Handbook case studies and case videos will be used for each lecture session. There will be no prescribed textbook.

Assessment: Assignment, Critique of the Literature (3500 words), 30%. Case Study,
Evaluation of a real-time case study from participating organisation (3000 words), 30%. Examination, Examination, 40%.

BM07003 Managing Change and Complexity
Locations: City Flinders.
Prerequisites: Nil.
Description: Prescriptions on "best" ways to change organisations are in abundance. Yet what most organisations experience when they attempt to change is not as straightforward as the prescriptions suggest. Change, whether internally generated, or externally confronted, is not a neat and clearly marked journey from a present state to a desired state. The complexity that surrounds organisations is not in designing the change journey but in dealing with complex relations with human behaviour. As such, the central debate in the field is, can employee behaviour and attitude be "managed and controlled" during change implementation? This unit will focus on the debate and will provide students with an opportunity to critically evaluate and articulate various models of change and help appreciate the complex and paradoxical nature of managing organisational change. Students will have an opportunity to learn from real life case examples that will include both success and failure stories of managing change. Using insights from the case examples, students will be able to analyse problems and challenges relating to managing change in their own organisation.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically analyse and understand the complexity that surrounds managing change in organisations;
2. Review and interpret the theoretical knowledge underlying organisational change management and infer on the ways organisations develop change and communication strategies in organisations;
3. Critically evaluate the complexities that surround technological change and organisational change when implementing new ideas and technology in Australian and global contexts;
4. Network and collaborate effectively in resolving complex challenges surrounding employee behaviour during change implementation in local and multi-national organisations. Appreciate the importance of teamwork - in particular multidisciplinary teamwork;
5. Analyse and compare real-life case studies and evaluate the why some organisations are successful while implementing change while others fail and recommend a sustainable change framework; and,
6. Develop the ability to think strategically from the perspective of senior management in leading organisational change.

Class Contact: Seminar 3.0 hrs
Required Reading: A collection of relevant journal articles together with Harvard case studies and case videos will be used for each lecture session and will be made available via the unit VU Collaborate site.
Assessment: Literature Review, Critique of the Literature on a chosen topic from the unit guide (3,000 words), 30%. Case Study, Group Case study & Presentation - Evaluation of a real-time case study from participating organisation (3,000 words), 30%. Examination, Final Examination (1500 words), 40%.

BM07004 Strategy and Strategic Change
Locations: City Flinders.
Prerequisites: Nil.
Description: Rapidly changing global business environments have changed the way in which organisations traditionally developed and implemented corporate strategy. As the world moves towards a knowledge-based economy, senior executives are faced with challenges and contradictions of efficiency versus creativity and exploitation versus exploration when effecting significant strategic change in their organisations. This unit invites students to reflect on the ambiguity and the unpredictability of organisation life and explore the links between strategy development, corporate culture, and managerial action. In addition, the unit provides students with different perspectives on strategy and examines concepts, theoretical frameworks and techniques that are useful in understanding, formulating and implementing successful strategy. It also describes the origins and development of business strategy, the existing strategic paradigms, competing or alternative theoretical frameworks and their implications.

Credit Points: 12
Learning Outcomes: On successful completion of this unit, students will be able to:
1. Think analytically, that is, integrate different components of strategic frameworks and link them to outcome;
2. Critically analyse and understand the challenges facing the current global business environment and its implications to strategy development and implementation;
3. Review and interpret the major theoretical frameworks underlying Strategy and Strategic Change and infer on the ways organisations can utilise them;
4. Network and collaborate effectively in resolving complex challenges surrounding strategy implementation in local and multi-national organisations. Appreciate the importance of teamwork - in particular multidisciplinary teamwork;
5. Analyse and compare real-life case studies and evaluate the why some organisations are successful while implementing strategic change while others fail and recommend an alternative framework for example creating a knowledge-based entity; and,
6. Develop the ability to think strategically from the perspective of senior management in leading strategic change.

Class Contact: Seminar 3.0 hrs
Required Reading: A collection of relevant journal articles together with Howard case studies and case videos will be used for each lecture session and will be made available via the unit VU Collaborate site.
Assessment: Literature Review, Critique of the Literature on a chosen topic from the unit guide (3,000 words), 30%. Case Study, Group Case study & Presentation - Evaluation of a real-time case study from participating organisation (3,000 words), 30%. Examination, Final Examination (1500 words), 40%.

BPD2100 International Business Challenge
Locations: Footscray Park, VU Sydney, City Flinders.
Prerequisites: BPD1100 - Integrated Business Challenge Students must also have successfully completed a minimum of 8 units.
Description: International Business Challenge is the second unit in the Business Challenge stream. The unit focusses on engagement with global business particularly in Asia, business project management and career development and management. The unit continues the development of academic, professional and personal skills commenced in the First Year units and in particular in the Integrated Business Challenge unit. The International Business Challenge unit provides an international context to analyse the trends and opportunities in the global market through a problem solving and project management framework in an international project. Students develop an intercultural understanding from a personal, professional and business perspective as well as an appreciation of the distinctive nature of working in diverse local and global communities. The International project will utilise project management and problem solving principles in the development of business concept proposals and business plans. Students develop and deliver unique entrepreneurial ideas and apply their learning in other business units to a current business problem and sell their proposal to decision makers in a simulated highly competitive business environment. This unit of study expects all students to utilise knowledge from a broad range of other discipline areas including, business analysis and management, operation management, project management, business economics, marketing.
human resource management, accounting, finance, business law, information technology, corporate social responsibility (CSR) and ethics management. Students commence the development of a career portfolio that involves designing their career plan, CV and a professional webfolio which can be used to market students' skills and abilities to prospective employers. This enables students to evidence the incremental growth of their interrelated business and professional skills. The unit is based on an action learning model which aims to continue to develop students' skills in critical thinking, problem solving and collaborative working through group and teamwork, interactive class-based activities, team-based projects and a case study approach to business issues. Students in this unit are expected to work in diverse team environments, while developing beneficial lifelong skills such as organisational skills, conflict management skills, problem solving skills, research skills and communication skills.

Credit Points: 12

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

1. Scrutinise organisations and communities, with initiative and judgement to identify international business challenges and opportunities;
2. Contextualise and apply business research skills including data collection, analysis and evaluation of business information in an international setting;
3. Creatively scope, design, implement and monitor business-related action plans, strategies and projects that would contribute to professional practice and address international business problems;
4. Exemplify effective interpersonal and professional collaborative skills and intercultural understandings to respectively manage team diversity and effectively deliver intended business outcomes;
5. Reflect upon the effectiveness of interpersonal, professional and business skills to plan and monitor the development and management of relevant skills and attributes in a changing international business environment;
6. Select and justify the selection and structure of evidence to substantiate the design of an effective, coherent career plan within a career portfolio; and
7. Cogently argue the effectiveness of a business pitch through corroborating evidence in an oral presentation to a variety of audiences.

Class Contact: Class 3.0 hrs Contact time 33 hours: Weeks 1-3: 3x3hr class Week 4: 2x3hr class


Assessment: Presentation, Business Pitch (Team), 25%. Presentation, Business Case (Team), 35%. Portfolio, Career e-portfolio /webfolio (Individual), 40%.

BPD3100 Applied Business Challenge

Locations: Footscray Park, VU Sydney, City Flinders.

Prerequisites: BPD2100 - International Business Challenge Students must also have successfully completed a minimum of 16 units. Does not apply to students completing BBCO Bachelor of Commerce (Applied Finance), BBLC Bachelor of Commerce (Applied Finance)/Bachelor of Laws, UHLC Bachelor of Laws (Honours)/Bachelor of Commerce (Applied Finance)

Description: This unit is the third unit in the Business Challenge stream covering three broad areas of specialised business knowledge, internationalisation, personal attributes and professional skills. This is a capstone unit which focuses on the development, demonstration and application of students' skills around the themes of leadership and challenge provides a thematic link from the Business Challenge stream as well as business specialisations. In this unit, students will demonstrate their understanding of the business environment and the knowledge and skills required for professional practice. The assessments emulate professional practice by combining multidisciplinary, simulation and research based projects. 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 reflect on their career plans. The unit will provide flexibility through a choice of three capstone challenges; research challenge, discipline challenge and multi-discipline challenge. Students will select the challenge that best positions them for entry into the workforce or further study. The research capstone challenge is structured with research candidature, progress reporting, presentation and final research artefact. The duration of the research challenge is 14 weeks and the scope suitable for final year undergraduate study. The research challenge will be an individual task.

Credit Points: 12

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

1. Exhibit initiative and interdisciplinary professional acumen through the structure of an inquiry-based scenario, sourcing researchable and achievable solutions to complex, contemporary emerging problems;
2. Anticipate, scope and resolve complex business problems across diverse contexts, and apply problem solving strategies within a problem solving framework;
3. Effectively argue decision-making and recommendations using oral and written skills, through presentations, discussions and reports on a range of complex business issues;
4. Plan, execute and evaluate entrepreneurial and/or research activities as responsible and ethical professionals proposing sustainable practices;
5. Work individually and/or collaboratively with others, in addition to critically evaluating and responding to their own performance and that of others; and
6. Reflect on and conceptually map their learning in relation to their study and career choices, their personal skills, attributes, interests and motivations.

Class Contact: Seminars 3.0 hrs


BT6001 Tourism and Events: Core Concepts and Theory

Locations: City Flinders.

Prerequisites: Nil.

Description: The aim of the unit is to examine the role of events as a catalyst for tourism destination development and promotion. The unit 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.

Credit Points: 12

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

1. Critically appraise the macro environment to inform the staging of a range of events;
2. Conceptually map and clarify the relationship between tourism and events articulating the connections between the core theories and their application;
3. Analyse the various stakeholders and different tourism industry groups involved and their role in various event planning, management and promotion;
4. Collaborate
and cross-examine the different types of events and the trends associated with their role in destination development; 5. Forecast how contemporary trends in the tourism and events industries, as well as in the visitor economy will impact on events now and in the future by making evidence based judgments; 6. Critically review relevant research literature to enable the construction of a critical research essay.

Class Contact: Seminar 3.0 hrs

Required Reading: Students will be supplied a list of Recommended Reading via VU Collaborate.

Assessment: Annotated Bibliography, Early assessment exercise - Students compile an annotated bibliography of literature in relation to the topic for their individual essay (2000 words), 20%. Essay, Individual essay - Write a research-based essay on a topic related to the tourism or events industry based on the annotated bibliography, 30%. Report, Partner report - Students (in pairs) select 2 different destinations for holding a major event, 30%. Presentation, Oral presentation - A comparison between the two destinations is presented to the class, 20%.

BTD6002 Cross-cultural Dimensions of Destination Management

Locations: City Flinders

Prerequisites: Nil

Description: This unit considers theoretical and practical applications of cross-cultural issues and activities including but not confined to: the universal of social behaviour, culture and ethics, communication, cross-cultural interaction and the outcomes of cross-cultural context. It has particular application to destination management and tourism and is designed to give students an understanding of globalisation and national cultures and to develop skills to manage and communicate effectively within an increasingly globalised environment. The unit prepares students for understanding cross-cultural dimensions and issues and contributes to their capability in an informed and professional 21st century professional. The unit is structured in a seminar/workshop style to enable students to understand more fully the need to be culturally aware and culturally sensitive in all aspects of destination management and tourism.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically reflect on theories of cultural difference and diversity management and validate their applicability at wide ranging workplaces and Australian and global destinations; 2. Interrogate complex problems and analyse culture at a number of levels - global, national and organisational and creatively apply established theories in their resolution; 3. Appraise and debate interpersonal and managerial skills and the implications of these for cross-cultural management both individually and collaboratively; 4. Exemplify cross-cultural communication skills and advocate their importance within the workplace and destination; 5. Apply this cultural understanding to managerial roles with accountability and personal responsibility.

Class Contact: Seminar 3.0 hrs

Required Reading: Students will be supplied a list of Recommended Reading via VU Collaborate.

Assessment: Report, Site Visit Analysis - brief report week 4 (1000 words), 10%. Case Study, Case Study Assignment - oral presentation and lead a class discussion weeks 3 to 12 inclusive, 20%. Case Study, Case Study Assignment - write an analytical style business report - week 12 (5000 words), 30%. Examination, Final exam, 40%.

BTD7002 Emerging Trends in Tourism and Destination Management

Locations: City Flinders

Prerequisites: Nil

Description: Emerging Trends in Tourism and Destination Management explores the contemporary issues that face both tourism and destination management organisations as they navigate the 21st century. Principal among these challenges is the changing demographic and ethnicity of today’s traveller brought about through greater democratization of travel, trade and visa deregulation and globalisation. Students will be encouraged to discuss the role of terrorism on travel patterns, digital disruption in the sector, the rise in CSR and sustainability measures and the specialisation and fragmentation of the tourism, hospitality and event spaces and how that affects visitation strategy.

Credit Points: 12

Learning Outcomes: On successful completion of this unit, students will be able to:
1. Critically review the key trends driving change in the tourism and destination management sector at both local and global levels to assist decision making; 2. Deduce key trends through interpreting and critiquing academic theory and current industry practice of the key challenges that the sector faces; 3. Analyse complex problems including industry disruptions to successfully advance sector competitiveness and consumer satisfaction; 4. Concisely advocate and substantiate professional judgments to a variety of audiences through a diagnosis of emerging challenges that may inhibit growth in the sector, proposing creative
strategies to combat them exemplifying ethical responsibility and evidence-based decision-making. 5. Cross-examine inter-cultural understandings, transnational relations, sustainability agendas and economic development in the context of contemporary tourism, hospitality and event management issues and their contribution to local and global communities.

**Class Contact:** Seminar: 3.0 hrs

**Required Reading:** Students will be supplied a list of Recommended Reading via VU Collaborate.

**Assessment:** Assignment, Contemporary Issues in Tourism and Destination Management assignment plan (week 4), 10%. Literature Review, Academic Journal Analysis - no more than 1000 words on each article (weeks 3, 6 & 9), 30%. Assignment, Final assignment - 3000 word report (week 10), 40%. Presentation, Each student will present on an aspect of their contemporary issues report (weeks 10-12), 20%.

**BTID7004 Green Growth Transformation of Destinations**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Destination Green Growth aims to introduce students to the theory and practice of how tourism destinations can make the transformation into a green growth pathway. In the context of the emerging global green growth paradigm, tourism destinations are faced with opportunities and challenges to transform into a more socially inclusive, low-carbon, resource-efficient, stable economy. Through the lenses of concept, policy and practice, this unit provides students with a systematic perspective on wide-ranging and complex implications of the green growth paradigm for tourism destinations, including the entire travel and tourism value chain as well as communities in destinations.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

1. Critically review the key issues rising from the green growth paradigm transformation in the tourism and destination sector at both local and global levels;
2. Advocate the importance of the green growth approach to economy and the holistic approach to destination management with creativity and accountability;
3. Interrogate policy and practical real-world problems by collaboratively applying theoretical and operational knowledge to assist destinations to achieve green growth transformation demonstrating leadership and ethical responsibility;
4. Cross-examine and elucidate appropriate strategies for tourism destinations and industries in green growth including strategies to delink economic growth with greenhouse gas emissions, and other resource use and waste.

**Class Contact:** Seminar: 3.0 hrs

**Required Reading:** Students will be supplied a list of Recommended Reading via VU Collaborate.

**Assessment:** Essay, Reflective essay - week 4 (max 500 words), 10%. Essay, Reflective essay - week 10 (max 1,500 words), 30%. Presentation, Between weeks 2-11 each student will present on one topic about Destination Green Growth, 20%. Report, Research report - develop a green growth strategy framework for a selected tourism destination (groups of 3-4) (max 4,000 words), 40%.