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UNIVERSITY OF
TECHNOLOGY SYDNEY

2002

UTS:BUSINESS HANDBOOK

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Sydney. Faculty of Business
Handbook
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UTS:BUSINESS

HANDBOOK 2002

DISCLAIMER

This publication contains information which is current at 14 September 2001. Changes in circumstances after this date may impact upon the accuracy or currency of the information. The University takes all due care to ensure that the information contained here is accurate, but reserves the right to vary any information described in this publication without notice. More up-to-date information is published online at:

www.uts.edu.au/div/publications

Readers are responsible for verifying information which pertains to them by contacting the Faculty or the UTS Student Info & Admin Centre.

EQUAL OPPORTUNITY

It is the policy of UTS to provide equal opportunity for all persons regardless of race; colour; descent; national or ethnic origin; ethno-religious background; sex; marital status; pregnancy; potential pregnancy; carer's responsibilities; disability; age; homosexuality; transgender status; political conviction; and religious belief.

FREE SPEECH

UTS supports the right to freedom of speech and the rights of its members to contribute to the diversity of views presented in our society.

NON-DISCRIMINATORY LANGUAGE

UTS has adopted the use of non-discriminatory language as a key strategy in providing equal opportunity for all staff and students. Guidelines for the use of non-discriminatory language have been developed and all members of the University community are encouraged to use them.

www.equity.uts.edu.au/resources/language.html

ACCESS UTS ON THE WEB

www.uts.edu.au

Faculty Handbooks and Calendar

www.uts.edu.au/div/publications/

UTS Rules and Policies

www.uts.edu.au/div/publications/policies/

EDITORIAL AND PRODUCTION

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GENERAL INFORMATION

WELCOME

Welcome to the University of Technology, Sydney (UTS), one of the largest universities in New South Wales – a university with an international reputation for quality programs and flexible learning. UTS develops and regularly revises its programs of study in partnership with industry, government and professional bodies, so that its degrees are based on the latest professional standards and current practices. As a result, UTS produces graduates who are ready for work, and this is demonstrated in the high numbers of its students who are members of the workforce within a few months of finishing their degree.

UTS offers its students a lively, supportive and diverse learning environment across three campuses, and a range of social, cultural and sporting facilities to enrich each student's experience. UTS regards learning as a lifelong experience, and offers a range of programs to cater for the educational needs of people at a variety of stages in their lives, and from diverse backgrounds and cultures.

UTS offers undergraduate and postgraduate degrees, developed by the Faculties of Business; Design, Architecture and Building; Education; Engineering; Humanities and Social Sciences; Information Technology; Law; Nursing, Midwifery and Health; and Science. Each of these faculties is responsible for programs across a number of key disciplines, and many offer courses in conjunction with one another, or with the Institute for International Studies. Courses developed and delivered by these faculties reflect the University's commitment to providing a relevant education to students through flexible and work-based modes of learning and through the ongoing internationalisation of the curriculum.

ABOUT THE UTS HANDBOOKS

Every year UTS produces 10 faculty/institute handbooks which provide the latest information on approved courses and subjects to be offered in the following year. These handbooks include comprehensive details about course content and structure, subject and elective choices, attendance patterns, credit-point requirements, and important faculty and student information. Many of them also contain faculty policies and guidelines for participation in specific courses. This provides students with the necessary information to meet the requirements of the course, complete a program of study, and receive a degree.

UTS also produces a companion volume to these handbooks every year. The *UTS: Calendar* contains the University Act, By-law and Rules, a list of courses offered across the University, and other useful University information. Copies of the faculty/institute handbooks and the *UTS: Calendar* are held in the University's libraries and faculty offices and can be purchased at the Co-op Bookshop.

Every effort is made to ensure that the information contained in the handbooks and the Calendar is correct at the time of printing. However, UTS is continuously updating and reviewing courses and services to ensure that they meet needs, current and emerging, and as a result information contained in these publications may be subject to change.

For the latest information, see the University's website at:

www.uts.edu.au

STUDENT INQUIRIES

UTS Student Info & Admin Centre

telephone (02) 9514 1222
email info.office@uts.edu.au
www.uts.edu.au

City campus

CB01.4
(Level 4 foyer, Tower Building)
15 Broadway, Ultimo

Kuring-gai campus

KG01.6 (Level 6, Building K1)
Eton Road, Lindfield

Postal address

PO Box 123, Broadway NSW 2007

International Programs Office

10 Quay Street, Haymarket
telephone +61 2 9514 1531
fax +61 2 9514 1530
email intlprograms@uts.edu.au
www.ipo.uts.edu.au
CRICOS provider code: 00099F

Faculty student offices

Business

Undergraduate inquiries

CM05C.1
(Level 1, Building 5)
City campus at Haymarket
telephone (02) 9514 3500
KG01.5
(Level 5, Building K1)
Kuring-gai campus
telephone (02) 9514 5355
email undergraduate.business@uts.edu.au

Postgraduate inquiries

CM05B.5
(Level 5, Building 5)
City campus at Haymarket
telephone (02) 9514 3660
email graduate.business@uts.edu.au

Design, Architecture and Building

CB06.5
(Level 5, Building 6
(Peter Johnson Building))
City campus
telephone (02) 9514 8913
email dab.info@uts.edu.au

Education

CM05D.1.01
(Room D101, Building 5)
City campus at Haymarket
(from Autumn semester 2002)
CB10
(Room TBA, Building 10)
235 Jones Street
City campus
telephone (02) 9514 3900
email education@uts.edu.au
KG02.3.33
(Room 333, Building K2)
Kuring-gai campus
telephone (02) 9514 5621
email teached.office@uts.edu.au

Engineering

CB02.7
(Level 7, Building 2)
City campus
telephone (02) 9514 2666
email upo@eng.uts.edu.au

Humanities and Social Sciences

Faculty Student Centre

CB03.2
(Level 2, Building 3 (Bon Marche))
City campus
telephone (02) 9514 2300
email hss.studentcentre@uts.edu.au

Faculty Research Office

CB02.7
(Level 7, Building 2)
City campus
telephone (02) 9514 1959
email research.degrees.hss@uts.edu.au

Information Technology

CB04.3
(Level 3, Building 4)
City campus
telephone (02) 9514 1803
email info@it.uts.edu.au

Law

CM05B.3.03
(Room B303, Building 5)
City campus at Haymarket
telephone (02) 9514 3444
email admingen@law.uts.edu.au

Nursing, Midwifery and Health

KG05.3.97

(Room 397, Level 3, Building K5)

Kuring-gai campus

telephone (02) 9514 5202

email nmh@uts.edu.au

Science

CB04.3

(Level 3, Building 4)

City campus

SL01.2

(Level 2, Dunbar Building)

St Leonards campus

telephone (02) 9514 1756

email information@science.uts.edu.au

Institute for International Studies

10 Quay Street

Haymarket, City campus

telephone (02) 9514 1574

email iisinfo@uts.edu.au

Notes:

1. The Building ID system is a four-character code, comprising two letters describing a geographic location and two numerals that use existing building numbers. Office locations appear as BuildingID.FloorNo.RoomNo.

The geographic location codes are:

CB City campus, Broadway

CC City campus, Blackfriars, Chippendale

CM City campus at Haymarket

KG Kuring-gai campus

SL St Leonards campus

2. In 2002, City campus will extend into CB10 (Jones Street) and a number of faculties and administrative units will be relocated.

APPLICATIONS**Undergraduate**

The NSW and ACT Universities Admissions Centre (UAC) processes most applications for undergraduate courses which start at the beginning of the year. Students are required to lodge these UAC application forms between August and December; early closing dates may apply to some courses. To find out more about these courses and the application procedures, check the *UAC Guide*, or the UAC website at: www.uac.edu.au

Students can also apply for entry to some UTS courses by lodging a UTS application form directly with the University. These are usually courses that are not available to recent school leavers and do not have a UAC code.

Postgraduate

Applications for postgraduate courses should be made directly to UTS. For courses starting at the beginning of the year, most applications open in August with a first round closing date of 31 October. For courses starting in the middle of the year, applications open in May. For further information, contact the UTS Student Info & Admin Centre.

International students

International student applications for both postgraduate and undergraduate courses can be made either directly to the International Programs Office (IPO) or through one of the University's registered agents. For courses starting at the beginning of the year, applications should be received by 30 November of the previous year. For courses starting in the middle of the year, applications should be received by 31 May of that year. For more information, contact IPO.

CRICOS provider code: 00099F

Non-award and cross-institutional study

Students who want to study a single subject at UTS which is not part of a UTS degree or qualification, must apply for non-award or cross-institutional study. There are three application periods, and closing dates vary for each semester. For more information contact the appropriate faculty or the UTS Student Info & Admin Centre.

FEES AND COSTS

Service fees

Service fees are charged to students to contribute to the cost of a range of facilities and services which are generally available to all students during the course of their study.

Variations and exemptions

Fees and charges may vary from year to year. In certain circumstances, some students may be eligible for reduced service fees.

For full details of variations and exemptions to the fees listed below, contact the UTS Student Info & Admin Centre.

Fee components¹

Union Entrance Fee a once-only charge for new students	\$22
Union Fee a semester-based charge for currently enrolled students	\$120 per semester
Students' Association Fee a yearly charge for currently enrolled students	\$54.25 per year
Student Accommodation Levy a yearly charge for currently enrolled students	\$61.50 per year
Student Identification Card Charge a yearly charge for students enrolled on a tuition fee basis	\$15 per year

¹ Charges have been adjusted to reflect the University's liability for Goods and Services Tax (GST).

Course fees

No course fees are paid by local students undertaking undergraduate studies at UTS. Students are, however, liable for HECS charges (see following). Many postgraduate courses attract a course fee. These course fees are calculated on a course-by-course basis and are charged in addition to the service fees outlined above. Payment of course fees may vary depending on a student's status, and on conditions laid down by the faculty. Contact the relevant faculty for full details.

Details of course fees are outlined under each course entry in this handbook. Readers should note that fees quoted throughout the handbook are correct at the time of publication however they are subject to change and should be confirmed with the Student Info & Admin Centre.

Course fees for international students

At the time of publication, course fees for undergraduate international students range from A\$5,000 to A\$8,500 per semester, and for postgraduate international students from A\$5,000 to A\$8,700 per semester. These vary from time to time and the International Programs Office should be contacted for up-to-date information, or visit the website:

www.ipo.uts.edu.au/courses/index.html

International students in Australia on a student visa are required to undertake full-time study as a condition of their visa.

For more information contact the International Programs Office, or visit the website:

www.ipo.uts.edu.au

Other costs

Students may incur other costs while they study at UTS. These may include books, printed sets of reading materials, photocopying, equipment hire, the purchase of computer software and hardware, and Internet services.

HECS

The Higher Education Contribution Scheme (HECS) is a financial contribution paid to the Commonwealth Government by tertiary students towards the cost of their education. It is payable each teaching period and the amount paid varies according to the number of credit points undertaken and the method of payment nominated by the student.

Most students have three choices in the way they pay HECS:

1. paying all of the HECS up front and receiving a 25% discount
2. deferring all payment until a student's income reaches a certain level, or
3. paying at least \$500 of the HECS contribution up front and deferring the remainder.

Note: These options may not apply to New Zealand citizens and Australian Permanent Residents.

Commonwealth legislation sets strict conditions for HECS over which the University has no control. HECS charges are based on the subjects in which students are enrolled on the HECS census date. It is important for students to realise that any reductions in their academic workload after the census date for a particular semester will not reduce their HECS liability.

Students who defer their HECS payments become liable to commence repayment once their taxable income reaches the repayment threshold. This does not necessarily mean at the conclusion of their studies – a student's income may reach this threshold before then.

New students, students returning from leave and students who are commencing a new or second course, must complete a Payment Options Declaration form. This form must be lodged with the University by the census date and should show a valid Tax File Number.

The HECS census date for Autumn semester is 31 March and for Spring semester is 31 August (as the dates fall on a Sunday in 2002, the HECS census dates will be 28 March and 30 August). HECS census dates for other teaching periods can be obtained from the UTS Student Info & Admin Centre.

There are a number of variations to these guidelines. It is the responsibility of each student to find out which HECS conditions apply to them. Information can be obtained from the booklet *HECS Your Questions Answered*, which is available from the HECS office on 1800 020 108 (www.hecs.gov.au) or the UTS Student Info & Admin Centre:

email info.office@uts.edu.au

2002 HECS rates

Differential HECS

In 2002, the full-time, full-year contributions for each band are as follows:

- Band 1: \$3,598 (Arts, Humanities, Social Studies/Behavioural Sciences, Education, Visual/Performing Arts, Nursing, Justice and Legal Studies)
- Band 2: \$5,125 (Mathematics, Computing, Other Health Sciences, Agriculture/Renewable Resources, Built Environment/Architecture, Sciences, Engineering/Processing, Administration, Business and Economics)
- Band 3: \$5,999 (Law, Medicine, Medical Science, Dentistry, Dental Services and Veterinary Science).

Pre-differential HECS rate

If you commenced or deferred but did not complete your course before 1997, you may be eligible to pay a flat rate of HECS. In 2002, this rate is \$2,702 for a full time study load.

POSTGRADUATE EDUCATION LOANS SCHEME (PELS)

As a result of the Government's *Innovation and Education Legislation Amendment Bill (No.2) 2001* being endorsed by Parliament, a new Postgraduate Education Loans Scheme (PELS) will be implemented on 1 January 2002.

PELS is an income-contingent loan facility similar to the Higher Education Contribution Scheme (HECS) for eligible students enrolled in fee-paying postgraduate non-research courses.

All eligible students enrolled in a postgraduate fee-paying non-research course in 2002 are eligible to apply for a loan. This means that both continuing and commencing students are eligible to apply.

Eligible students are able to borrow up to the amount of the tuition fee being charged by UTS for each semester for the duration of their course. Students are also able to pay part of their semester tuition fee to UTS for a course and obtain a PELS loan for the balance of their outstanding fees for each semester.

Students are required to complete a Loan Request form by the census date each semester requesting the Commonwealth to pay their tuition fees to UTS and declare that they are aware of their obligations to repay the loan under the scheme when their income reaches a certain amount. Students also have to provide a Tax File Number (TFN) to UTS in the same way that students choosing to defer their HECS payment already do.

The Student Fee Services Office will be coordinating the introduction of PELS at UTS. Queries in relation to the introduction of PELS should be directed to the Student Info & Admin Centre on telephone (02) 9514 1222, or further information can be obtained from the DETYA website at:

www.hecs.gov.au/pels.htm

FINANCIAL HELP

Austudy/Youth Allowance

Students aged under 25 years may be eligible to receive financial assistance in the form of the Youth Allowance.

Full-time students aged over 25 years may be eligible to receive Austudy which provides financial help to students who meet its income and assets requirements.

Application forms and information about eligibility for both Youth Allowance and Austudy are available from the Student Services Unit at Kuring-gai or City campuses.

Commonwealth legislation sets strict requirements for Austudy/Youth Allowance over which the University has no control. It is important that the students concerned understand these requirements.

Students who receive Austudy or the Youth Allowance and decide to drop subjects during the semester must be aware that to remain eligible they must be enrolled in a minimum of 18 credit points, or have a HECS liability for the semester of .375 equivalent full-time student units. The only exceptions made are for some students with disabilities which interfere with their studies, students who are single supporting parents or, in exceptional cases, those who have been directed by the University to reduce their study load.

For more information, talk to a Financial Assistance Officer in the Student Services Unit. Call for an appointment on:

telephone (02) 9514 1177 (City campus)
or (02) 9514 5342 (Kuring-gai campus)

Application forms for both Austudy and Youth Allowance should be lodged as soon as possible with any Centrelink office.

Abstudy

Abstudy assists Aboriginal and Torres Strait Islander tertiary students by providing income support and other assistance. For more information about Abstudy, contact the staff at Jumbunna, Indigenous House of Learning:

CB01.17

telephone (02) 9514 1902 or 1800 064 312

UTS LIBRARY

The University Library collections are housed in three campus libraries which contain over 650,000 books, journals and audiovisual materials as well as a large range of electronic citation and full-text databases. Services for students include assistance in finding information through Inquiry and Research Help desks and online reference assistance, training programs, Closed Reserve, loans, reciprocal borrowing and photocopying facilities. The Library's extensive range of electronic information resources, such as catalogues, databases and Electronic Reserve, and online services, such as research assistance, online training, loan renewal, reservations and inter-Library requests, can be accessed on campus and remotely 24 hours a day from the Library website.

The Library is open for extended hours. More information about the Library can be found at:

www.lib.uts.edu.au

City Campus Library

Corner Quay Street and Ultimo Road
Haymarket
telephone (02) 9514 3310

Kuring-gai Campus Library

Eton Road
Lindfield
telephone (02) 9514 5325

Gore Hill Library (St Leonards campus)

Corner Pacific Highway and
Westbourne Street
Gore Hill
telephone (02) 9514 4088

UNIVERSITY GRADUATE SCHOOL

The University Graduate School provides a focus for higher degree research students in all graduate research courses at UTS. It takes the lead in developing policy for graduate research studies in partnership with the faculties. The University Graduate School also works to enhance the quality of graduate research programs by monitoring quality and supporting research degree students and their supervisors.

The University Graduate School is located in Building B2, Blackfriars, City campus.

telephone (02) 9514 1336

fax (02) 9514 1588

email ugs@uts.edu.au

www.gradschool.uts.edu.au

Note: In 2002, the University Graduate School will be relocating to CB10 (Jones Street), City campus.

INTERNATIONAL EXCHANGE STUDENT SCHEME

UTS encourages its students to develop an international perspective on their courses and careers. As part of their studies, students have the opportunity to spend one or two semesters studying at an overseas university and receive credit towards their UTS degrees. To enable this to happen, UTS has formal links with a large number of universities around the world. The UTS International Exchange Student Scheme assists students to study on exchange primarily at English-speaking universities in the United States and Europe, but also at other universities around the world.

UTS supports student participation in the International Exchange Student Scheme through the provision of a number of scholarships each semester as a contribution to the costs of going on exchange. While on exchange, students do not pay tuition fees in the overseas university. They pay their usual HECS fees or, if they are international students at UTS, their Australian tuition fees.

Further information and application forms for the Exchange Scheme and scholarships can be obtained from:

Institute for International Studies

10 Quay Street

Haymarket

telephone (+61 2) 9514 1537

email international.exchange@uts.edu.au

www.uts.edu.au/fac/iis/

SUPPORT FOR STUDENT LEARNING

Student Services Unit

To ensure student success, the University provides a range of professional services to support different aspects of student life and learning at UTS.

These services include:

- orientation and University transition programs
- student housing and assistance in finding private rental accommodation
- workshops and individual counselling to enhance effective learning
- assistance for students with disabilities and other special needs
- student loans and financial assistance
- health services
- personal counselling
- assistance with administrative problems or complaints
- assistance when extenuating circumstances impact on study
- help with getting a job, and
- campus interview program.

All these services are sensitive to the needs of students from diverse backgrounds and are available at City and Kuring-gai campuses with flexible hours for part-timers.

The Student Services Unit website offers a jobs database, 'where UTS graduates get jobs', virtual counselling and links to the 'student help' website:

www.uts.edu.au/div/ssu

Transition to university programs

Orientation 2002

UTS offers a free Study Success Program of integrated lectures and activities before semester begins, to help new students manage the transition to university study. There are specially tailored programs for part-time and international students as well as for recent school leavers. Students are informed of academic expectations, the skills needed to be an independent learner, and learning strategies which can help them successfully manage the workload. They are also provided with valuable information about how the University and its faculties operate, and the services provided.

Peer support network

The Peer Network Program enlists the aid of existing students to assist with the orientation of new students.

For more information, contact:

Student Services Unit
telephone (02) 9514 1177 (City campus) or
(02) 9514 5342 (Kuring-gai campus)

Careers Service

The Careers Service can help students make the link between various UTS courses and the careers they can lead to. The Careers Service also offers general career guidance, and assists with job placement for students seeking permanent or casual vacation work and employment. Contact the Careers Service on:

telephone (02) 9514 1471 (City campus)
www.uts.edu.au/div/cas

Chaplaincy

The Chaplaincy is coordinated through Student Services. Visiting Chaplains and Worship Rooms are available to students.

Chaplains represent different Christian denominations, as well as Buddhism, Judaism and Islam. Further information is available on:
telephone (02) 9514 1177

Counselling

Counsellors are available at both the City and Kuring-gai campuses for individual consultation. Group programs are also held throughout the year. This service is free of charge, confidential and sensitive to diversity. For further information, contact:

telephone (02) 9514 1177 (City campus) or
(02) 9514 5342 (Kuring-gai campus)

Telephone counselling is available on:

telephone (02) 9514 1177.

Financial assistance

Financial assistance staff assist students with personal financial matters and are the contact point for student loans. They can also advise on Youth Allowance, Austudy and other Centrelink benefits. Contact them on:

telephone (02) 9514 1177

Health

The Health Service offers a bulk-billing practice to students at two locations. For appointments, contact:

telephone (02) 9514 1166 (City campus) or
(02) 9514 5342 (Kuring-gai campus)

Housing

University Housing provides assistance to students in locating private accommodation. A limited amount of UTS-owned housing is also available. For further information, contact:
telephone (02) 9514 1509 (listings) or
(02) 9514 1199 (UTS accommodation)

Special Needs Service

The University has in place a range of services and procedures to improve access for students with disabilities, ongoing illnesses and other special needs. Students who have disabilities or illnesses which may impact on their studies are encouraged to contact the Special Needs Service for a confidential discussion of the assistance available on:

telephone (02) 9514 1177
TTY (02) 9514 1164
email special.needs@uts.edu.au

Contacting Student Services

telephone (02) 9514 1177
TTY (02) 9414 1164
fax (02) 9514 1172
email student.services@uts.edu.au
www.uts.edu.au/div/ssu

City campus

CB01.6.01

- Counselling Service
- Health Service
- Special Needs and Financial Assistance Service

CB01.3.01

- Careers Service

CB08.1 (9 Broadway)

- Housing Service

Kuring-gai campus

KG01.5.19 (Level 5, Building K1)

- Counselling Service
- Health Service

Computing facilities at UTS

UTS General Access Labs are located throughout all campuses of the University and are available for all students and staff to use. Details of locations and availability of the computer laboratories may be obtained from the Information Technology Division (ITD) Support Centre on:

telephone (02) 9514 2222
www.itd.uts.edu.au

Access to these labs requires login and password. Call the Support Centre for assistance in setting up a login.

Student email accounts

UTS provides students with an email account, which gives all students access to email facilities via the web. To find out more about an email account, visit the website:

www.uts.edu.au/email/

Alternatively, pick up the brochure, *Your UTS Email Account*, available in all ITD General Access Labs and drop-in centres. If you have any problems with activating your account or the computing facilities in general, contact the ITD Support Centre on:

telephone (02) 9514 2222

email itsupport@uts.edu.au

Computer training

In general, where computer training is necessary as part of a course that attracts HECS, it is provided as part of that course. Students can also consult the Computing Study Centre (see below).

STUDENT LEARNING CENTRES

Chemistry Learning Resources Centre

The Chemistry Learning Resources Centre assists students in undergraduate courses in the faculties of Science; Nursing, Midwifery and Health; Engineering; and Business.

CB04.2.11

City campus

Rosemary Ward

telephone (02) 9514 1729

email Rosemary.Ward@uts.edu.au

www.science.uts.edu.au/cmfc/chem/clrc/

Computing Study Centre

The Computing Study Centre assists students in developing skills in the use of various standard computer packages.

CB01.16.11

City campus

John Colville, Director

telephone (02) 9514 1854

email John.Colville@uts.edu.au

www.it.uts.edu.au/activities/csc/

English Language Study Skills Assistance (ELSSA) Centre

ELSSA, the UTS Centre for academic language development, provides free custom-designed programs in academic writing, reading, speaking, critical thinking and cultural knowledge to meet the needs of undergraduate and postgraduate UTS students completing their degree in English. ELSSA also collaborates with staff in the faculties to foster interest in, and knowledge of, literacy and learning through research, intellectual contributions and staff development. ELSSA values quality, diversity, internationalisation and flexibility as it serves the wider academic and professional communities. The Centre also offers several award programs. For details, refer to pages 151–157.

Alex Barthel, Director

CB01.18.22

City campus

telephone (02) 9514 2327

or

KG02.5.22

Kuring-gai campus

telephone (02) 9514 5160

email elssa.centre@uts.edu.au

www.uts.edu.au/div/elssa/

Jumbunna, Indigenous House of Learning

Student Support Unit

Jumbunna's Student Support Unit provides a range of academic and cultural support to Aboriginal and Torres Strait Islander students studying at UTS to ensure equal access and participation in higher education.

The support available to students includes academic assistance, cultural activities, cultural affirmation programs, group and private study areas, student common room and kitchen, and a computer laboratory and printing facilities.

Jumbunna, Indigenous House of Learning

CB01.17

City campus

telephone (02) 9514 1902 or 1800 064 312

fax (02) 9514 1894

Mathematics Study Centre

The Centre coordinates mathematics assistance across the University and is staffed by lecturers with expertise in mathematics and statistics.

CB01.16

City campus

Leigh Wood, Director
telephone (02) 9514 2268
email Leigh.Wood@uts.edu.au

KG02.2.52

Kuring-gai campus
telephone (02) 9514 5186

www.it.uts.edu.au/activities/msc/

Physics Learning Centre

This is a drop-in centre for first-year physics students.

CB01.11

City campus
(with an adjoining computer laboratory)

Peter Logan
telephone (02) 9514 2194
email Peter.Logan@uts.edu.au

www.science.uts.edu.au/physics/plc.html

EQUITY AND DIVERSITY

UTS has a strong commitment to ensure that the diverse nature of the Australian society is reflected in all aspects of its employment and education. The University also aims to assist members of under-represented groups overcome past or present discrimination, and to provide a supportive and open organisational culture in which students and staff are able to develop to their full potential.

UTS is committed to implementing its Equal Opportunity Statement which aims to ensure that all students and staff are treated fairly and equitably, and can work and study in an environment free of harassment. Discrimination, harassment and victimisation are unlawful, undermine professional relationships, diminish the experience of university life, and are not tolerated at UTS. All students and staff have a responsibility to contribute to the achievement of a productive, safe and equitable study and work environment.

The Equity & Diversity Unit provides a range of services for students and prospective students. These include the coordination of the inUTS Educational Access Scheme for

students who have experienced long-term educational disadvantage; coordination of financial scholarships and awards for commencing low-income students; and the provision of confidential advice and assistance with the resolution of discrimination and harassment-related grievances.

Equity & Diversity Unit
CB01.17
telephone (02) 9514 1084
email equity.diversity.unit@uts.edu.au
www.equity.uts.edu.au

JUMBUNNA, INDIGENOUS HOUSE OF LEARNING

Jumbunna was relaunched as the Indigenous House of Learning (IHL) in 2001. Jumbunna has grown from being, in 1986, an Aboriginal student support centre, to become a successful academic, research and support centre with approximately 300 Indigenous Australian undergraduate and postgraduate students studying at UTS.

Jumbunna's role within UTS is to contribute to Australia's educational and social development by making UTS staff and students aware of Indigenous Australian cultures and associated issues. Jumbunna is committed to improving the quality of teaching and research at UTS by facilitating active links with the Indigenous community, higher education institutions and other professions with particular emphasis on Australia's growth as a multicultural nation.

Jumbunna IHL has a wide ranging, long term agenda that includes:

- involving Indigenous Australians in institutional decision-making and consultative structures, academic policy development and curriculums, and strengthening partnerships between it and the faculties
- broadening the awareness and acceptance of Indigenous Australian cultures, achievements, contributions, and contemporary issues by developing teaching subjects and awards
- broadening economic, social and political opportunities for Indigenous Australians, in particular expanding employment and income opportunities
- enhancing the teaching and coordination of postgraduate studies in Indigenous studies

- the provision of consultancy services to community and government, and
- improving accessibility, retention and graduation rates of Indigenous Australians in studies at UTS.

Reconciliation Studies elective

The subject Reconciliation Studies is offered by Jumbunna to all students. Offered for the first time in Autumn semester 2002, the subject is a transdisciplinary 6- or 8-credit-point elective available at both undergraduate and postgraduate levels.

Undergraduate

85208	Reconciliation Studies	6cp
85209	Reconciliation Studies	8cp

Postgraduate

85210	Reconciliation Studies	6cp
85211	Reconciliation Studies	8cp

For further details of these subjects, refer to the Subject Descriptions section at the back of this handbook.

NSW CHILD PROTECTION LEGISLATION

Prohibited Person Declaration and Screening

In accordance with New South Wales Child Protection legislation, students participating in practical training placements which require them to have direct contact with children under 18 in designated child-related employment areas are required to complete a Prohibited Employment Declaration form on enrolment. In some circumstances students may also be subject to employment screening. Screening is carried out only with students' consent. Eligibility for participation in such programs is determined on the basis of information obtained through these checks.

OTHER SERVICES

Student Ombud

Enrolled or registered students with a complaint against decisions of University staff, or related to the University, may seek assistance from the Student Ombud.

All matters are treated in the strictest confidence and in accord with proper processes.

CB02.4.02
City campus
telephone (02) 9514 2575
email ombuds@uts.edu.au
www.uts.edu.au/oth/ombuds

Freedom of Information and Privacy

Under the *Freedom of Information Act 1989* (NSW), individuals may apply for access to information held by the University.

Personal information may also be accessed under the *Privacy and Personal Information Act 1998*. In addition to the requirements of the Act, UTS has a number of policies which govern the collection and use of private information.

David Clarke
FOI and Privacy Officer
CB01.4A.01
City campus
telephone (02) 9514 1240
email David.Clarke@uts.edu.au

Student complaints

UTS is committed to providing a learning and working environment in which complaints are responded to promptly and with minimum distress and maximum protection to all parties.

All students and staff have a responsibility to contribute to the achievement of a productive, safe and equitable study and work environment at UTS. The University's procedures for handling student complaints are based on confidentiality, impartiality, procedural fairness, protection from victimisation and prompt resolution.

Students should first raise their complaint directly with the person concerned where possible, or with an appropriate person in the faculty or administrative unit concerned. To seek advice and assistance in lodging a complaint, contact the Student Services Unit or the Equity & Diversity Unit.

The Policy on Handling Student Complaints is published on the Rules, Policies and Procedures website at:

www.uts.edu.au/div/publications/policies
Information on how to make a complaint is available on the Equity & Diversity Unit's website at:

www.equity.uts.edu.au/resources/gota.html

ENVIRONMENT, HEALTH, SAFETY AND SECURITY

The University is committed to providing a safe and healthy workplace for students, staff and visitors and adopting a socially responsible approach towards protecting and sustaining the environment. Staff and students must take reasonable care of themselves and others, cooperate with actions taken to protect health and safety and not wilfully place at risk the health, safety or wellbeing of others.

Emergency procedures

Report emergencies to Security by dialling '6' from any internal telephone or Freecall 1800 249 559 (24 hrs).

Let the Security Officer know:

- the nature of the problem (e.g. fire, medical emergency, assault)
- the location of the emergency, and
- your name and the telephone extension you are calling from.

Evacuation procedures

The Evacuation Alarm consists of two tones:

BEEP...BEEP...BEEP... (Prepare)

When you hear this tone:

- shut down or secure machinery and computers
- prepare to evacuate, and
- check whether anyone needs assistance.

WHOOOP...WHOOOP...WHOOOP... (Evacuate)

When you hear this tone:

- listen for instructions, a public announcement will tell you to 'Evacuate the building'
- leave the building via the nearest fire exit
- do not use lifts
- provide assistance where required
- proceed to the assembly area
- follow instructions from Emergency Authorities and Security, and
- do not return to the building until the all clear is given.

Hazards and risks

If you see a hazard or condition that presents a risk to your health and safety, report it to a staff member or Security Officer so that something can be done to remedy it. Help to fix it if you can.

To report a serious hazard after hours, contact Security by dialling '6' from any internal telephone or Freecall 1800 249 559 (24 hrs).

Safe work practices

Always follow safe work practices as provided by your lecturer or a technical staff member. Ask for help if you are unsure about how to use a piece of equipment or undertake a task, particularly before carrying out new or unfamiliar work.

First aid

There are a number of First Aid Officers in every building on each UTS campus. See the first aid poster in your study area for their names, location and phone number. Security Officers also have first aid training and can be contacted by dialling '6' from any internal telephone or Freecall 1800 249 559 (24 hrs).

Medical attention is also available from the Health Service at City (Broadway) and Kuring-gai campuses.

Accident/incident reporting

If you are involved in an accident or incident, report it to a staff member or Security Officer and then complete a UTS Accident/Incident Report form, available from your faculty office or Security.

If the accident/incident is serious, call Security immediately by dialling '6' from any internal telephone or Freecall 1 800 249 559 (24 hrs).

Smoking

Smoking is not permitted inside any building on any campus of the University, or in any University vehicle.

Campus shuttle bus

The University operates a number of shuttle bus services. These run between:

- City and Kuring-gai campus
- Kuring-gai campus main entry and the Kuring-gai campus carpark

- City campus at Haymarket and Broadway and the student accommodation facilities (Geegal and Bulga Ngurra). This shuttle covers the area bounded by William Henry Street, Bay Street and Broadway. All students living within this area are urged to use the service to ensure a safe passage home.

Shuttle bus timetables are available from the Security Office on your campus.

Lost and found

The Security Office on your Campus is the first point of call to check for lost property or to hand in found items. Items are kept for three months and if unclaimed become the property of the person who found the item.

Security systems

All buildings are accessible by a personal identification number (PIN) and are protected by an electronic intrusion detection system and a closed circuit TV network. You can obtain a PIN from your faculty office. Remember, your PIN is assigned to you and is not transferable. Do not misuse your PIN as this could compromise the safety of others.

Keeping yourself safe

- If studying/working in an isolated area, particularly after hours, lock the doors and don't let anyone in who you don't know. Do not leave doors propped open.
- If you think you are being followed or feel frightened for any reason, contact Security by dialling '6' from any internal telephone or Freecall 1 800 249 559.
- Do not take shortcuts through isolated areas, particularly at the St Leonards campus where the cemetery is a definite no-go area, even during the day. Keep to well-travelled routes and well-lit areas.
- Walk near the curb, away from doorways and bushes.
- Be alert when using toilet facilities, particularly in isolated areas. Check for strangers while you are still near the door. Whenever possible, ask a friend to accompany you.
- If you plan to have a drink after classes, make plans ahead of time for getting home. Don't leave with people you are not comfortable with.

- Do not hitchhike or accept a lift from a stranger.
- If you feel uncomfortable about who is in a lift/elevator, do not get in. Wait until the next lift/elevator arrives.
- Remember, UTS Security staff are available 24 hours a day, 7 days a week.

Keeping your belongings safe

The University consists of a number of large public buildings in the CBD and experiences a level of property crime in keeping with its location. Purses, wallets and particularly mobile phones are a prime target for thieves.

- Mark your name or other personal identification (e.g. your driver's licence number) on personal items of value. Marked items are less likely to be stolen.
- Use the lockers in the Library to store personal property, particularly if you plan on spending some time studying.
- Keep your possessions with you at all times. Do not leave wallets, purses or phones unprotected or out of your sight, particularly in the Library, computer laboratories or cafeterias.
- Do not carry large amounts of money – there are automatic teller machines (ATMs) on most campuses.

Bicycle storage

Bicycle racks are located outside major buildings and often covered by a security camera.

Recycling

UTS has facilities for recycling paper, glass, cardboard and aluminium. Reduce, reuse and recycle.

Contacts

Environment, Health and Safety

telephone (02) 9514 1326, (02) 9514 1062,
(02) 9514 1063
email ehs.branch@uts.edu.au
www.ehs.uts.edu.au

Security

City campus at Broadway

telephone (02) 9514 1192
email security.general@uts.edu.au

City campus at Haymarket

telephone (02) 9514 3399
email security.haymarket@uts.edu.au

Kuring-gai campus

telephone (02) 9514 5551
email security.kuring-gai@uts.edu.au

St Leonards campus, Dunbar Building

telephone (02) 9514 4004
email security.dunbar@uts.edu.au

CAMPUS LIFE

UTS Union

The UTS Union is the community centre for the University. It provides food and drink services, lounges and recreational areas, comprehensive social and cultural programs, sports facilities and programs, stationery shops, a newsagency and resource centres. Off campus the Union provides access to a ski lodge, rowing club, sailing club, athletics club and basketball stadium.

Union Office (City campus)
telephone (02) 9514 1444
email office@utsunion.uts.edu.au

City campus (Haymarket)
telephone (02) 9514 3369

Kuring-gai campus
telephone (02) 9514 5011
www.utsunion.uts.edu.au

Union Sports Centre

The centre contains multipurpose spaces, squash courts, weights rooms, circuit training room and outdoor basketball court.

CB04.1
City campus
telephone (02) 9514 2444

UTS Rowing Club

Dobroyd Parade, Haberfield
telephone (02) 9797 9523

Child care

UTS Child Care Inc. (UTSCC) coordinates all child-care services at UTS. Child care is available from 8.00 a.m. to 10.00 p.m. at both City and Kuring-gai campuses.

Care is available for 0–5 year olds throughout the year and for 5–12 year olds during school

holidays. Child care can be accessed on a full-time, or part-time basis.

telephone (02) 9514 1456 (City campus)
or (02) 9514 2960 (City campus – Blackfriars)
or (02) 9514 5105 (Kuring-gai campus)

Child care subsidies

UTS child-care centres charge a fee, comparable to other child-care centres, of between \$40–50 per day for 0–5 year olds and \$24 a day for 5–12 year olds. All families who register with Centrelink can access Federal Government means-tested child-care subsidies of up to \$27 per day through child-care centres.

Further subsidies are available at UTS child-care centres to all current UTS staff and students of up to \$8 per day, funded by the University and the University Union and available on proof of employment/enrolment at UTS.

Low-income students may apply to the Equity & Diversity Unit for further assistance (funded by the Unit and the Students' Association) in cases of demonstrable financial hardship.

To obtain an application form, contact the Equity & Diversity Unit on:

telephone (02) 9514 1084

Co-op Bookshop

The Co-op Bookshop stocks the books on students' reading lists, and a variety of general titles and computer software. It has branches at the City and Kuring-gai campuses, and, at the start of semester, at Haymarket and Gore Hill (St Leonards campus).

City campus

telephone (02) 9212 3078
email uts@mail.coop-bookshop.com.au

Kuring-gai campus

telephone (02) 9514 5318
email kuringai@mail.coop-bookshop.com.au
www.coop-bookshop.com.au

Students' Association

The Students' Association (SA) is the elected representative body of students at UTS and represents all students of the University on welfare and education issues. UTS students have the right to stand for election of the SA and to vote in the annual elections. The Students Representative Council enacts, directs and coordinates the work of the SA.

All enrolled students are members of the SA and pay an annual fee. Revenue from fees is used to employ professional educational and welfare staff; fund the student newspaper, *Vertigo*; run the Peer Tutor Scheme and Second-hand Bookshop; and facilitate and support various information, education and action campaigns.

City campus

CB01.3
telephone (02) 9514 1155

Kuring-gai campus

KG02.4
telephone (02) 9514 5237

Radio Station 2SER-FM (107.3 FM)

2SER-FM is a community-based radio station situated on Level 26 of the UTS Tower. 2SER is owned by Sydney Educational Broadcasting Ltd, a company established jointly by the University of Technology, Sydney and Macquarie University. The station broadcasts a diverse range of 'talk' and music programs, produced and presented by volunteers.

Students interested in broadcasting are welcome to visit the studios:

CB01.26.22
City campus
telephone (02) 9514 9514

or for more information visit the website at:
www.2ser.com

UTS Gallery and Art Collection

The UTS Gallery is a dedicated public gallery on the City campus. The UTS Gallery presents local, interstate and international exhibitions of art and design. The exhibitions change monthly.

The UTS Art Collection comprises a diverse range of paintings, prints, photographs and sculptures which are displayed throughout the University.

CB06.4
City campus
702 Harris Street, Ultimo
telephone (02) 9514 1652
fax (02) 9514 1228
email uts.gallery@uts.edu.au
www.utsgallery.uts.edu.au

PRINCIPAL DATES FOR 2002

January

- | | |
|-------|---|
| 1 | New Year's Day – public holiday |
| 2 | Summer session classes recommence (to 1 February) |
| 2 | Provisional examination timetable available for Summer session |
| 4 | UTS Advisory Day |
| 7 | Closing date for change of preference (main round) to the Universities Admissions Centre (UAC), by mail or in person. Closing date (midnight) for change of preference (main round) UAC Infoline and website (www.uac.edu.au) |
| 7 | Formal supplementary examinations for 2001 Spring semester students |
| 11 | Last day to submit appeal against exclusion from Spring 2001 |
| 11 | Due date for payment of Autumn semester 2002 tuition fees for continuing international students |
| 18 | Final examination timetable for Summer session available |
| 18 | Closing date for applications for non-award and cross-institutional enrolment in Autumn semester 2002 |
| 18 | Main round of offers to UAC applicants |
| 21–25 | Enrolment of new main round UAC undergraduate students at City campus |
| 23 | Closing date for change of preference to UAC for late round offers |
| 25 | Public school holidays end |
| 26 | Australia Day – public holiday |
| 30 | Closing date for applications for Postgraduate Equity Scholarships for Autumn semester 2002 |
| 31 | Third round closing date for post-graduate coursework applications for Autumn semester 2002 (except Faculty of Business – closing date 15 February) |

22 General information

February

- 1 Late round of offers (UAC)
- 1 Summer session ends for subjects with formal exams
- 4–15 Formal examinations for Summer session
- 6–7 Enrolment of late round UAC students at City campus
- 8 Last day to lodge a Stage 2 appeal against assessment grade for Spring semester 2001
- 11–19 Enrolment of new postgraduate students at City campus
- 15 Third round closing date for Faculty of Business postgraduate coursework applications for Autumn semester 2002
- 21–22 Enrolment of new international students at City campus
- 22 Last round of offers (UAC)
- 25 Orientation week for new students commences (to 1 March)
- 25 Release of results for Summer session
- 27 Union 'O' Day – Clubs and activities day
- 27 Late enrolment day

March

- 4 Autumn semester classes commence
- 6 Late enrolment day
- 8 Last day to lodge a Stage 2 appeal against assessment grade for Summer session
- 15 Last day to enrol in a course or add subjects¹
- 15 Last day to pay upfront HECS or Postgraduate Course Fees for Autumn semester 2002
- 18 Applications open for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences July – December)
- 28 Last day to withdraw from a course or subject without financial penalty¹
- 28 HECS census date (note 31 March is Easter Sunday)
- 29 Good Friday – public holiday
- 30 Easter Saturday – public holiday
- 31 Easter Sunday

April

- 1 Easter Monday – public holiday
- 1–5 Vice-Chancellors' Week (non-teaching)
- 3–5 Graduation ceremonies (Kuring-gai campus)
- 12 Last day to withdraw from a course or subject without academic penalty¹
- 15–26 Public school holidays
- 25 Anzac Day – public holiday

May

- 1 Applications open for undergraduate courses, where applicable, and postgraduate courses for Spring semester 2002
- 6–17 Graduation ceremonies (City campus)
- 10 Provisional examination timetable for Autumn semester available
- 22 Closing date for applications for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences July–December)
- 31 Final Autumn semester examination timetable available
- 31 Closing date for undergraduate and first round postgraduate coursework applications for Spring semester 2002 (except Faculty of Business – closing date 12 July)
- 31 Closing date for postgraduate research degree applications for Spring semester 2002

June

- 10 Queen's Birthday – public holiday
- 14 Last teaching day of Autumn semester
- 15 Formal examinations for Autumn semester commence (to 5 July)
- 27 Closing date for applications for Postgraduate Equity Scholarships for Spring semester 2002
- 28 Second round closing date for postgraduate coursework applications for Spring semester 2002 (except Faculty of Business – closing date 12 July)
- 28 Closing date for applications for non-award and cross-institutional enrolment in Spring semester 2002

July

- 5 Autumn semester formal examinations end (commenced 15 June)
- 5 Due date for payment of Spring semester 2002 tuition fees for continuing international students
- 8–12 Vice-Chancellors' Week (non-teaching)
- 8–19 Public school holidays
- 12 Closing date for Faculty of Business postgraduate coursework applications for Spring semester 2002
- 15–19 Formal alternative examination period for Autumn semester students
- 22–26 Enrolment of new students for Spring semester 2002
- 24 Release of Autumn semester examination results
- 25 Formal supplementary examinations for Autumn semester students
- 29 Spring semester classes commence

August

- 1 Applications available for undergraduate and postgraduate courses for Autumn semester 2003
- 1 Applications available for postgraduate research scholarships for Autumn semester 2003
- 2 Last day to withdraw from full-year subjects without academic penalty
- 2 Last day to lodge a Stage 2 appeal against assessment grade for Autumn semester 2002
- 9 Last day to enrol in a course or add subjects for Spring semester 2002¹
- 16 Last day to pay upfront HECS or postgraduate course fees for Spring semester 2002
- 30 Last day to withdraw from a course or subject without financial penalty¹
- 30 HECS census date
(note 31 August is a Saturday)

September

- 2 Applications open for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences January – June 2003)
- 2 Applications open for UTS Academic Internships
- 6 Last day to withdraw from a course or subject without academic penalty¹
- 30 Public school holidays commence (to 11 October)
- 30 Vice-Chancellors' Week (non-teaching) commences (to 4 October)
- 30 Graduation ceremonies (City campus) commence (to 4 October)

October

- 4 Vice-Chancellors' Week (non-teaching) ends
- 4 Provisional examination timetable for Spring semester available
- 7 Labour Day – public holiday
- 11 Public school holidays end (commenced 30 September)
- 25 Final examination timetable for Spring semester available
- 30 Closing date for applications for Postgraduate Equity Scholarships for Summer session 2002/3
- 31 Closing date for Australian Postgraduate Awards, the R L Werner and University Doctoral scholarships
- 31 First round closing date for postgraduate coursework applications for Autumn semester 2003
- 31 Closing date for postgraduate research degree applications for Autumn semester 2003

24 General information

November

- 8 Last teaching day of Spring semester
- 9–29 Formal examination period for Spring semester
- 15 Closing date for applications for UTS Academic Internships
- 19 Closing date for applications for Vice-Chancellor's Postgraduate Research Student Conference Fund (for conferences January–June 2003)

December

- 2 Summer session classes commence (to 7 February 2003)
- 9–13 Formal alternative examination period for Spring semester students
- 18 Release of Spring semester examination results
- 23 Public school holidays (to 28 January 2003)
- 25 Christmas Day – public holiday
- 26 Boxing Day – public holiday

¹ HECS/Postgraduate course fees will apply after the HECS census date (31 March and August or last working day before). Contact the relevant Faculty Office for further information about enrolment and withdrawal deadlines for flexible delivery subjects.

Note: Information is correct as at August 2001. The University reserves the right to vary any information described in Principal Dates for 2002 without notice.

FACULTY INFORMATION

MESSAGE FROM THE DEAN

Welcome to the Faculty of Business.

The Faculty offers an extensive range of programs at both undergraduate and postgraduate levels. It also offers an extensive range of executive short courses.

As one of the largest business faculties in Australia, the Faculty offers the resources of five discipline-based teaching schools in the areas of: accounting; finance and economics; leisure, sport and tourism; management; and marketing. The Graduate School of Business administers all postgraduate studies.

Approximately 9,000 students, 1,500 of whom are international students, are enrolled in our courses. This accounts for nearly 30 per cent of the entire UTS student population.

The Faculty has a reputation for high quality educational programs – courses are taught by academic staff and experienced members of the business community who ensure students gain practical skills as well as theoretical and professional training. The Faculty also offers students a flexibility of choice – in course subjects, attendance patterns, and Summer / Winter sessions to fast-track their course.

Established partnerships with industry, the business professions and other academic institutions, both in Australia and overseas, offer students the opportunity for research, international exchange and work experience.

The Faculty is centrally located in Haymarket, close to public transport, and also at Lindfield on Sydney's North Shore.

I wish you every success with your studies and trust that your time here will be a rewarding experience.



*Professor Peter Booth
Dean*

FACULTY MISSION STATEMENT

The mission of the Faculty of Business is to provide higher education aimed at enhancing professional practice in management-related occupations in business, industry, government and the community, and to create, apply and extend knowledge for the benefit of the community and the welfare of society.

In accordance with the University's charter, the Faculty offers courses under different patterns of study to students from diverse backgrounds, interacting closely with the professions, business, government and community organisations. It provides innovative, relevant and high-quality programs of teaching, scholarship, research, consulting and continuing education and, by doing so, anticipates and meets the needs of its various clients and stakeholders.

INFORMATION FOR BUSINESS STUDENTS

The Faculty of Business is located on two campuses – the City campus (Haymarket) and the Kuring-gai campus (Lindfield).

The Faculty consists of five discipline-based Schools – Accounting; Finance and Economics; Management; Marketing; and Leisure, Sport and Tourism.

All graduate courses are administered by the Graduate School of Business.

Locations and contacts

Student Liaison Unit

The Student Liaison Unit manages the student administration activities of the Faculty and is responsible for a broad range of activities including admission, enrolment, graduation, timetabling, course information, promotion and student matters.

The Student Liaison Unit consists of the undergraduate Student Offices at Haymarket and Kuring-gai and the Graduate School of Business Office at Haymarket.

Haymarket campus (City)

Faculty Student Office (undergraduate)

CM05C.1.02
(at the entrance to the Faculty)
Quay Street, Haymarket
telephone (02) 9514 3500
fax (02) 9514 3654
email undergraduate.business@uts.edu.au

Hours during Autumn and Spring semesters

Monday to Thursday, 9.00 a.m. – 6.00 p.m.
Friday, 9.00 a.m. – 5.00 p.m.

Hours in non-teaching periods

Monday to Friday, 9.00 a.m. – 5.00 p.m.

Postal address

Faculty of Business
University of Technology, Sydney
PO Box 123
Broadway NSW 2007

Graduate School of Business

CM05B.5.25
Quay Street, Haymarket
telephone (02) 9514 3660
fax (02) 9514 3554
email graduate.business@uts.edu.au

Hours during Autumn and Spring semesters

Monday to Thursday, 9.00 a.m. – 8.00 p.m.
Friday, 9.00 a.m. – 6.30 p.m.

Hours in non-teaching periods

Monday to Friday, 9.00 a.m. – 6.30 p.m.

Postal address

Graduate School of Business
University of Technology, Sydney
PO Box 123
Broadway NSW 2007

Executive Development Unit

CM05B.4.31
Quay Street, Haymarket
telephone (02) 9514 3504
fax (02) 9514 3510
email executive.development.unit@uts.edu.au

Office hours

Monday to Friday, 9.00 a.m. – 5.00 p.m.

UTS Student Info & Admin Centre

CB01.4.11 (Foyer, Tower Building)
City campus (Broadway)
telephone (02) 9514 1222
fax (02) 9514 1200

Office hours

Monday to Thursday, 8.30 a.m. – 6.00 p.m.
Friday, 8.30 a.m. – 5.00 p.m.

Kuring-gai campus (Lindfield)

Faculty Student Office (undergraduate)

KG01.5.46
(straight ahead from campus main entrance)
Eton Road, Lindfield
telephone (02) 9514 5355
fax (02) 9514 5398

Hours during Autumn and Spring semesters

Monday to Thursday, 9.00 a.m. – 6.00 p.m.
Friday, 9.00 a.m. – 5.00 p.m.

Hours in non-teaching periods

Monday to Friday, 9.00 a.m. – 5.00 p.m.

Postal address

Faculty of Business
University of Technology, Sydney
PO Box 123
Lindfield NSW 2070

UTS Student Info & Admin Centre

KG01.6.01
Kuring-gai campus
telephone (02) 9514 1222
fax (02) 9514 5032

Office hours

Monday to Thursday, 8.30 a.m. – 6.00 p.m.
Friday, 8.30a.m. – 5.00 p.m.

Inquiries counter

KG01.5
Kuring-gai campus
telephone (02) 9514 5320

Office hours

Monday to Thursday, 9.00 a.m. – 7.00 p.m.
Friday, 9.00 a.m. – 5.00 p.m.

World Wide Web addresses

University of Technology, Sydney
www.uts.edu.au

Faculty of Business Handbook

www.uts.edu.au/div/publications/bus/index.html

UTS Rules online

www.uts.edu.au/div/publications/policies/rules/contents.html

School offices

All teaching School offices are open Monday to Friday, 9.00 a.m. – 5.00 p.m.

Inquiries regarding lectures, assignments and the consultation times of lecturers on both campuses should be directed to the teaching School offices during business hours.

School of Accounting**City campus**

CM05C.3.01
Quay Street, Haymarket
telephone (02) 9514 3560
fax (02) 9514 3669

Kuring-gai campus

KG04.6.01
Eton Road, Lindfield
telephone (02) 9514 5585
fax (02) 9514 5515

School of Finance and Economics**City campus**

Level 3
645 Harris Street, Ultimo
telephone (02) 9514 7777
fax (02) 9514 7711

Kuring-gai campus

KG04.6.01
Eton Road, Lindfield
telephone (02) 9514 5460
fax (02) 9514 5515

School of Leisure, Sport and Tourism**Kuring-gai campus**

KG01.6.84
Eton Road, Lindfield
telephone (02) 9514 5497
fax (02) 9514 5195

School of Management**City campus**

CM05C.4.27
Quay Street, Haymarket
telephone (02) 9514 3614
fax (02) 9514 3602

Kuring-gai campus

KG04.5.02A
Eton Road, Lindfield
telephone (02) 9514 5311
fax (02) 9514 5583

School of Marketing**City campus**

CM05C.2.02
Quay Street, Haymarket
telephone (02) 9514 3522
fax (02) 9514 3535

Kuring-gai campus

KG04.5.02A
Eton Road, Lindfield
telephone (02) 9514 5311
fax (02) 9514 5583

Important student information on rules and procedures

The University's Rules are published in the *UTS: Calendar 2002* and online at the web address shown on the previous page. If you require advice about any of the following rules and procedures, contact the relevant Student Offices on either campus.

University correspondence

It is important that you read all information sent to you by the University.

Attendance at classes

Most subjects have prescribed attendance requirements and these must be adhered to for satisfactory completion of the subject. Subject outlines provide this information. Should you have difficulties due to work commitments or illness, contact your Subject Coordinator as soon as possible (Rule 2.5).

Part-time attendance

Part-time students should be aware that attendance may require one afternoon or morning class during each teaching week.

Leave of absence

Students may apply for up to four semesters leave of absence. Students must have successfully completed at least one subject for an application to be considered (Rule 2.11). Students may only apply for two semesters of leave at one time.

Variation of program

There are specific deadlines for adding and deleting subjects in each semester. See the Student Offices for Faculty specific dates and important details on how to vary your program.

In Autumn and Spring semesters the following dates apply:

- last day to delete subjects without financial penalty is the HECS census date: 31 March for Autumn semester; 31 August for Spring semester
- last day to delete subjects without academic penalty is Friday, week six in each semester
- last days to add a subject is Friday, week two in each semester.

For information regarding last day to delete flexible subjects, contact the Faculty Student Office.

Relevant dates for Summer and Winter sessions are available from the Student Offices.

Failure to notify the University of intended changes in your program can result in subject failure and incurring HECS liability or post-graduate course fees.

In exceptional circumstances, late changes to your program with supporting documentation will be considered.

Examinations

Conduct of examinations

Students are strongly urged to read Rule 2.17 for details of what is required of them in relation to examination attendance and conduct.

Examination malpractice

For information on the procedures taken in a case of suspected malpractice in an examination, see Rule 2.23.

Special examination conditions

A variety of special examination conditions may be provided to students with special needs or disabilities. An extension of time in examinations may also be granted in certain circumstances for a disability or language difficulties.

Students seeking special examination conditions should contact the Faculty Academic Liaison Officer at the beginning of each semester.

Illness or misadventure during semester or examination period

Note that each form listed in the following procedures has important information which you must read carefully before lodging the form.

If you **know you will not be able to go to a formal examination at the scheduled time**, submit an Advice of Scheduling Difficulties form to the Registrar (Student Info & Admin Centre, City or Kuring-gai campus) before the release of the final examination timetable.

If you **miss a formal examination**, consult a Professional Authority (doctor, counsellor, religious leader) who must complete a Request for Alternative Examination form on the day of the exam, and submit the form to the Registrar (Student Info & Admin Centre, City or Kuring-gai campus) within three working days of the examination.

If you **miss an informal examination**, submit a Professional Authority: Informal Examination form to your Subject Coordinator no

later than three working days after the examination.

If you **attend an examination (formal or informal) but are forced to leave before the allocated time**, you must have a University Doctor or Counsellor complete a Request for Special Consideration form immediately after you leave the exam. Submit the form that day to the Registrar (Student Info & Admin Centre, City or Kuring-gai campus).

If you **finish an examination or other piece of assessment but believe that your performance was adversely affected**, consult a Professional Authority (doctor, counsellor, religious leader) who must complete a Request for Special Consideration form. Submit this form to the Registrar (Student Info & Admin Centre, City or Kuring-gai campus) within one working day of the examination or assessment due date.

Appeals against assessment

Provision is made for students to appeal against an assessment grade. Obtain an Appeal Against Assessment Grade form from the Faculty Student Offices, or the Student Info & Admin Centre, City or Kuring-gai campus. Read the form carefully and complete it according to the criteria outlined (Rule 2.25).

Withdrawal from a course

Students wishing to withdraw from a course should do so by the relevant HECS census date to avoid academic failure and incurring HECS liability or postgraduate course fees (Rule 2.13).

Internal course transfer

Students who wish to transfer from one UTS course to another must lodge a written application with the Registrar on the Internal Course Transfer form. Contact the Faculty Student Offices for information.

Students wishing to transfer to UTS from another university should apply through the Universities Admissions Centre (UAC).

Awards and graduation

All students who believe they will qualify for an award from the University at the end of their current semester must complete an Authority for Graduation Processing form (available from the Faculty Student Offices) and an Application to Graduate form (available from the Student Info & Admin Centre, City or Kuring-gai campus and the Faculty Student Offices).

The closing dates to lodge these forms are:

- **Autumn semester/Winter session completions**
30 March
- **Spring semester completions**
30 August
- **Summer session completions**
15 December

The organisation of Graduation Ceremonies is complex and requires a substantial lead time. The Faculty of Business cannot guarantee students who complete an award course in Summer session will be able to graduate at the April/May Graduation Ceremonies and/or students who complete an award course in Winter session will be able to graduate at the September/October Graduation Ceremonies.

University medals may be awarded to undergraduate students who have obtained outstanding academic results and who are considered to be of exceptional merit. To be awarded the University medal, a student must achieve a level of award of 85 per cent or greater. The University medal is presented to one student only per course, and in the case of the Bachelor of Business, to one student only per major.

Students wanting information on their level (or expected level) of award should contact the Faculty's Graduation Officer.

Concurrent study

In certain circumstances, students may be permitted to undertake a limited number of subjects at another tertiary institution and have these counted towards their UTS degree. Students wishing to undertake concurrent study should contact the relevant Student Office.

Recognition of prior learning

It is possible for students to seek an exemption in a subject through recognition of prior learning. To request an exemption based on prior learning, students should contact the relevant Student Office.

Summer and Winter sessions

The Faculty of Business usually conducts a Summer session during University summer vacation for undergraduate and postgraduate subjects. A Winter session is usually offered in June/July for postgraduate students only. Summer and Winter sessions are designed so that students may fast-track their studies and complete subjects in an intensive format.

Any student interested in the Summer and Winter sessions should contact the relevant Student Office regarding details of subjects offered and timetabling information.

International exchange programs

The Faculty offers exchange programs with overseas universities, including: Aachen University of Applied Sciences, Germany; Aarhus School of Business, Denmark; California State University, Sacramento, USA; Linköpings Universitet, Sweden; Loughborough University of Technology, UK; Oregon State University, USA; Reims Management School, France; Universiti Sains Malaysia, Malaysia; University of Ottawa, Canada; University of Tilburg, The Netherlands; Yonsei University, Korea; University of Westminster, London, UK; and Wirtschaftsuniversität, Vienna, Austria.

These programs enable UTS students to enjoy travel, campus life and the challenge of studying in another country. Subjects approved for study are given full accreditation for compulsory or elective subjects.

Students are also able to make their own arrangements to study at an institution that does not have a formal exchange agreement with UTS. However, prior arrangements must be made with the Faculty of Business regarding accreditation of subjects.

UTS offers many other exchange programs with overseas Universities. To be eligible to participate in these exchanges, students will need to speak another language fluently, or have the flexibility to study unspecified elective subjects.

International Exchange sub-major

Students have the option to complete four elective subjects approved by the Faculty of Business at an approved exchange destination. These subjects will be recognised as a cohesive unit of study and approved as a sub-major in International Exchange.

Integrated Australian and French Business program

This program is for students enrolled in the Bachelor of Business with an approved level of French language knowledge. The program involves four years of full-time study, including two years at UTS, and two years of In-country Study in France, including work placement in France. Full details of this course are outlined in the Undergraduate Courses section of this handbook.

Aachen University of Applied Sciences, Germany

Aachen University offers several business subjects in English and there is also an opportunity to study German. This University is ideal for students who wish to undertake an International Exchange sub-major or elective subjects.

Aarhus School of Business, Denmark

The Aarhus exchange program is open to students enrolled in both undergraduate and postgraduate business courses. Students can select from a range of subjects taught in English.

California State University, Sacramento campus, USA

The Sacramento campus of the California State University is located in northern California and is approximately a two-hour drive from San Francisco. This exchange agreement is for undergraduate students of the Faculty. Students can choose from a wide selection of subjects and undertake exchange for either one semester or one academic year.

Linköpings Universitet, Sweden

Linköpings Universitet offers a range of subjects in English to undergraduate and postgraduate exchange students. Students have the opportunity to study for up to one year.

Loughborough University of Technology, UK

Undergraduate students enrolled in the Bachelor of Arts in Human Movement Studies and the Bachelor of Arts in Leisure Management are able to participate in an exchange program with Loughborough University of Technology. Students are able to choose from a wide range of subjects and it is possible to undertake a number of core subjects in both degrees.

Oregon State University, USA

Students can study at Oregon State University, a 100-year-old residential campus, for one semester or a full year. There is an extensive selection of undergraduate subjects available to UTS students.

Reims Management School, France

At Reims Management School in France, MBA students can undertake intensive Winter session (June/July) study to accelerate their study program.

University of Ottawa, Canada

Students can study at the University of Ottawa for one semester. There is an extensive selection of both undergraduate and post-graduate subjects available.

Universiti Sains Malaysia, Malaysia

Universiti Sains Malaysia offers second-year business students the opportunity to study for one semester. Students complete introductory courses in the Malay language and culture while undertaking other subjects offered in English.

University of Tilburg, The Netherlands

The School of Leisure, Sport and Tourism operates a formal exchange program with the University of Tilburg in The Netherlands. Students can take up to three subjects, taught in English, per semester. It is generally recommended that the exchange be undertaken by third-year students in Autumn semester.

University of Westminster, London, UK

The University of Westminster is an urban campus located in the heart of London. Students can choose from a wide selection of undergraduate subjects.

Wirtschaftsuniversität, Vienna, Austria

At Wirtschaftsuniversität, students can study subjects in English which are directly equivalent to UTS subjects, or use their electives to study languages and other subjects of interest. This program is open to undergraduate students only.

Yonsei University, Korea

Yonsei University in Korea offers undergraduate and graduate students the opportunity to study from a range of subjects taught in English. Students can study for one semester or one year.

International studies electives

With approval from the Faculty, students are able to undertake electives offered by the Institute for International Studies at UTS. Electives are available in language studies and in the study of contemporary societies in parts of the non-English-speaking world. All subjects are taught over one semester and have a value of eight credit points.

Language studies

Language programs are offered in Chinese, French, German, Greek, Indonesian, Italian, Japanese, Malaysian, Russian, Spanish, and Thai. Other language programs may be available depending on demand. The individual student's level of language proficiency before entry to the program decides their level of language study. A range of entry levels to the various programs is available.

Contemporary Society

A number of subjects are offered to provide an introduction to the contemporary societies, politics, economics and culture of the countries of East Asia, South-East Asia, Latin America, and Europe. Introductory subjects are available on the contemporary societies of China, Japan, South-East Asia, Latin America, and Europe. There are no prerequisites for these subjects. All subjects are taught in English, in Spring semester only.

For further information, refer to the 2002 handbook for the Institute for International Studies or contact:

Institute for International Studies
10 Quay Street, Haymarket
telephone (02) 9514 1574
fax (02) 9514 1500

Insearch

Insearch, which is wholly owned by the University of Technology, Sydney, offers diploma programs in Business and Commerce, Business Studies, International Business and Trade, International Banking and Finance, and Electronic Business. The programs are designed and taught in conjunction with the Faculty of Business. While the University cannot guarantee admission to its degree programs, students who have completed appropriate programs, if admitted, may be given up to one year's advanced standing in the Bachelor of Business.

For further information, contact:

The Registrar
Insearch
10 Quay Street, Haymarket
telephone (02) 9281 8688
fax (02) 9281 9875
email courses@insearch.edu.au
www.insearch.edu.au

Short business programs

The Faculty offers a range of executive development programs and short, intensive courses in specialist professional topics. Certificate programs are offered in banking, finance, business management, leadership, financial analysis, project management, quantitative finance, marketing, insurance, leisure and tourism, event management, and business accounting. Many of these programs articulate to the Faculty's postgraduate courses. In addition to its advertised programs, in-house programs tailored to specific corporate needs can be arranged on request. Further information is available from:

The Manager
Executive Development Unit
telephone (02) 9514 3504
fax (02) 9514 3510
email executive.development.unit@uts.edu.au

Professional recognition of courses

A number of degree courses offered by the Faculty of Business are recognised by professional organisations.

CPA Australia/The Institute of Chartered Accountants in Australia

Students successfully completing the Bachelor of Business (with appropriate approved subjects) or the Bachelor of Accounting will have satisfied the undergraduate Accounting major educational requirements for membership of both CPA Australia and The Institute of Chartered Accountants in Australia.

Students should note that CPA Australia will not, in principle, accept conceded passes in subjects required by them. However, CPA Australia will now accept a conceded pass in a first- or second-year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from CPA Australia.

The Australian Institute of Banking and Finance

Associateship or Senior Associateship status may be offered by the Australian Institute of Banking and Finance (AIBF) to students completing the Bachelor of Business with a major or sub-major in Banking, or a combined major in Banking and Management, and who have appropriate work experience.

The Australian Insurance Institute

Fellowship status is offered by the Australian Insurance Institute (AII) to students completing the sub-major in Insurance and who have appropriate work experience.

AIESEC

AIESEC is the world's largest student organisation. Existing in 84 countries around the world, with over 70,000 members, AIESEC aims at promoting cultural awareness and international understanding, developing practical managerial skills for its members, and bridging the gap between students, academics and the business sector.

It is AIESEC's membership base of determined and committed students who contribute to changing people's lives and developing themselves as leaders. This is achieved through activities such as international graduate and undergraduate exchange programs, team building, marketing, project planning and national and international conferences. AIESEC also provides opportunities to gain business contacts and many new friends.

AIESEC provides students with the ability to do something, not only for themselves, but to have an impact on the lives of people around the world in many different ways – the opportunities are endless.

To find out more about AIESEC, telephone (02) 9514 3534, or visit the AIESEC office at CM05B.1.12 (Haymarket).

PRIZES AND SCHOLARSHIPS

Prizes

A number of prizes for academic excellence are awarded to students who are enrolled in the Faculty of Business. These prizes are made available through the generosity of private individuals, and organisations in the public and private sectors.

Prizes are awarded in respect of each academic year and are presented at an annual Faculty ceremony.

ACNielsen Australia Award for Marketing Research

This prize was established in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Introductory Marketing Research. The prize is a cash award of \$350.

Andersen Prize

This prize was established in 1989, an initiative of Geoffrey Cohen, the then National President of The Institute of Chartered Accountants in Australia. It is awarded to the student enrolled in the Graduate Conversion Course in Accounting who achieves the best overall performance in six core subjects. The prize is a cash award of up to \$500.

Association of Chartered Certified Accountants Prize

This prize was established in 1999. It is awarded to the best graduating student in the Master of Business in Accounting. The prize is a cash award of \$500.

Australian Human Resources Institute Prize

This prize was established in 1995. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Strategic Human Resource Management. The prize is one year's free membership of the Australian Human Resources Institute.

Australian Institute of Banking and Finance Graduate Prize

This prize was established in 1992. It is awarded to the best graduating student enrolled in the Master of Business in Finance – Banking Specialisation. The prize is a cash award of \$250.

Australian Institute of Banking and Finance Prize

This prize was established in 1986. It is awarded to the best graduating student enrolled in the Bachelor of Business – Banking major (or sub-major). The prize is a cash award of \$250.

Australian Insurance Institute Prize

This prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Risk Management. The prize is a cash award of \$500.

Australian Insurance Institute Prize – Reinsurance Discussion Group

This prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Reinsurance. The prize is a cash award of \$500.

Australian Insurance Institute Prize – Sydney Reinsurance

This prize was established in 1989. It is awarded to the student who obtains the highest aggregate mark in the subject Theory of General Insurance. The prize is a cash award of \$500.

BHP Prize in Business Marketing

This prize was established in 1984. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Business Marketing. The prize is a cash award of \$700.

BOC Prize in Finance

This prize was established in 1984 by the former CIG Limited. It is awarded to the best graduating student enrolled in the Bachelor of Business – Finance major. The prize is a cash award of \$250.

Bowl Australia Graduate Prize in Leisure Management

This prize was established in 1996. It is awarded to the postgraduate student who obtains the highest aggregate mark in the subject Leisure Management. The prize is a cash award of \$500.

Bowl Australia Prize in Leisure Management

This prize was established in 1996. It is awarded to the student enrolled in the Bachelor of Arts in Leisure Management who obtains the highest aggregate mark in the subject Leisure Services Management. The prize is a cash award of \$500.

Butterworths Prize in Business Law

This prize was established in 1986. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Business Law and Ethics. The prize consists of a six-month online subscription to the value of \$495.

Butterworths Prize in Company Law

This prize was established in 1986. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Company Law. The prize consists of a six-month online subscription to the value of \$495.

Butterworths Prize in Taxation Law

This prize was established in 1986. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Taxation Law. The prize consists of a six-month online subscription to the value of \$495.

Clemenger Prize in E-Business

This prize was established in 2001. It is awarded to the student enrolled in the Bachelor of Business with an Electronic Business major or sub-major. The prize is a cash award of \$2,000.

CPA Australia Prize - Best Graduating Student

This prize was established in 1971. It is awarded to the best graduating student enrolled in the Bachelor of Accounting or Bachelor of Business - Accounting major. The prize is a cash award of \$500 plus two years' free membership of CPA Australia.

CPA Australia Prize in Accounting for Business

This prize was established in 1971. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Accounting for Business. The prize is a cash award of \$500.

CPA Australia Prize in Cost Management Systems

This prize was established in 1971. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Cost Management Systems. The prize is a cash award of \$500.

Dr David Darby Memorial Prize

The Dr David Darby Memorial Prize was inaugurated in 2000 to commemorate David who was a Senior Lecturer in the School of Marketing and passed away unexpectedly in 1999. David was an energetic and committed educator who ensured that the subjects he coordinated combined academic excellence with business experience. His subjects reflected his philosophy on the emphasis of a variety/multiple teaching stimuli in teaching methods and assessment approaches. In the research area, David had a high profile and focussed on marketing strategy, services marketing, quality as a strategic dimension and health care delivery. David obtained a number of large research grants and published widely. In addition, David contributed strongly to the overall work of the School, Faculty and University. He willingly undertook leadership roles, served on various committees and initiated promotional activities, which achieved a number of important objectives for the School, Faculty and University. David's outstanding contribution, intelligence, diligence, fairness, loyalty and strong commitment to excellence is sadly missed.

To honour David's memory and as testimony to the high regard in which he was held by his colleagues, this memorial prize was established to acknowledge his contribution to the School, the Faculty and UTS. The prize of \$1,000 cash will be awarded to a student enrolled in either the Graduate Certificate in Marketing, Graduate Diploma in Marketing or the Master of Business in Marketing who obtains the highest aggregate mark in the subject Marketing Management.

Dow Corning Master of Business in Marketing Prize

This prize was established in 1994. It is awarded to the best graduating student in the Master of Business in Marketing. The prize is a cash award of \$600.

Ernst & Young Prize in Accounting Transactions and Business Decisions

This prize was established in 1985. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Accounting Transactions and Business Decisions. The prize is a cash award of \$500.

Ernst & Young Prize in Management Decisions and Control

This prize was established in 1985. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Management Decisions and Control. The prize is a cash award of \$500.

Graduate Management Association of Australia Prize

This prize was established in 1989. It is awarded to the best graduating student in the Master of Business Administration. The prize is a cash award of \$500.

Hays Accountancy Personnel Prize

This prize was established in 1989. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject International Accounting. The prize is a cash award of \$250.

Human Kinetics Australia Prize

This prize was established in 1997. It is awarded to the student enrolled in the Bachelor of Arts in Human Movement Studies who obtains the highest aggregate mark in all first-year subjects. The prize is a voucher to the value of \$250.

ID Tours South Pacific Best Inbound Student Prize

This prize was established in 1991. It is awarded to the student enrolled in the Bachelor of Arts in Tourism Management who obtains the highest aggregate mark in the subject Travel and Tourism Operations 2. The prize is a cash award of \$300.

Industrial Relations Society of NSW Graduate Prize

This prize was established in 1988. It is awarded to the best graduating student in the Master of Business in Employment Relations. The prize is a cash award of \$100.

Industrial Relations Society of NSW Prize

This prize was established in 1986. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Enterprise Bargaining and Workplace Relations. The prize is a cash award of \$100.

Insearch Prize in Electronic Business for International Students

This prize was established in 1997. It is awarded to the best international student graduating in the Bachelor of Business – Electronic Business major. The prize is a cash award of \$450.

Insearch Prize in International Business for International Students

This prize was established in 1997. It is awarded to the best international student graduating in the Bachelor of Business – International Business major. The prize is a cash award of \$450.

Insearch Prize

This prize was established in 1997. It is awarded to the best international student graduating in the Bachelor of Business in any major other than Electronic Business or International Business. The prize is a cash award of \$450.

Institute of Chartered Accountants Prize

This prize was established in 1998. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest combined aggregate mark for the subjects Accounting for Business, and Accounting Transactions and Business Decisions. The prize is a cash award of \$500.

Judith & Leslie Fritz Prize in Applied International Marketing Research

This prize was established in 2000 by Peter Fritz. It is awarded to the postgraduate student who obtains the highest aggregate mark in the subject Applied International Marketing Research. The prize is a cash award of \$1,000.

Judith & Leslie Fritz International Marketing Country Study Prize

This prize was established in 1993 by the School of Marketing and was renamed following support by Peter Fritz. It is awarded to the student who obtains the highest aggregate mark in the subject International Marketing Country Study. The prize is a cash award of \$1,000.

KPMG Prize in Accounting for Business Combinations

This prize was established in 1982. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Accounting for Business Combinations. The prize is a cash award of \$500.

KPMG Prize in Computer-based Accounting

This prize was established in 1982. The prize was re-established in its present form in 1992. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Computer-based Accounting. The prize is a cash award of \$400.

Michael McGrath Prize for Finance and Economics

(Currently under review.)

This prize was established in 1995. It is awarded to a student who has completed two-thirds of the Bachelor of Business degree and achieved a minimum of Credit average in at least four subjects offered by the School of Finance and Economics. The student must demonstrate a high degree of interpersonal skills and a strong concern for the welfare of other people. The prize is a cash award of \$750.

Minister's Award for Tourism and Hospitality Studies

This prize was established in 1990. It is awarded to the student who has completed the equivalent of the first year of full-time study in either the Bachelor of Arts in Tourism Management or the Graduate Diploma in Tourism Management and who is considered to have achieved the best overall academic performance in that year. The prize is a cash award of \$1,500.

NRMA Insurance Limited Prize

This prize was established in 1989. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark for the subject Accounting Standards and Regulations. The prize is a cash award of \$500.

Pearson Education Australia Prize

This prize was established in 1980. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who achieves the highest aggregate mark in the subject Corporate Reporting: Professional and Conceptual Issues. The prize consists of a book voucher to the value of \$250.

Philips Electronics Australia Prize

This prize was established in 1987. It is awarded to the student enrolled in the Bachelor of Business who achieves the highest aggregate mark for the subject Marketing Fundamentals. The prize is a cash award of \$300.

PricewaterhouseCoopers Prize for Assurance Services and Audit

This prize was established in 1982. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Assurance Services and Audit. The prize is a cash award of \$400.

PricewaterhouseCoopers Prize for Taxation Law

This prize was established in 1982. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the subject Taxation Law. The prize is a cash award of \$400.

Reckitt Benckiser Graduate Prize

This prize was established in 1985. It is awarded to the postgraduate student who obtains the highest aggregate mark in the subject Advanced Marketing Management. The prize is a cash award of \$300.

Reuters Financial Markets Prize

This prize was established in 1997. It is awarded to the student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark in the subject Fundamentals of Business Finance. The prize is a cash award of \$500.

Robert Half Australia Prize in Accounting and Finance

This prize was established in 2000. It is awarded to the graduating student enrolled in the Bachelor of Business or the Bachelor of Accounting who obtains the highest aggregate mark for the Accounting Major and Finance Major combined. The prize is a cash award of \$500.

School of Leisure, Sport and Tourism Alumni Prize

This prize was established in 2001. It is awarded to the best Faculty of Business student in all undergraduate and postgraduate courses taught by the School of Leisure, Sport and Tourism. The prize is a cash award of \$1,000.

Sydney Futures Exchange Prize

This prize was established in 1990. It is awarded to the student enrolled in the Bachelor of Business who obtains the highest aggregate mark in the subject Investment Analysis. The prize is a cash award of \$500.

Sydney Swans Prize in Sport Management

This prize was established in 1997. It is awarded to the student enrolled in a Faculty of Business undergraduate degree who obtains the highest aggregate mark for the subject Sport Management. The prize is a cash award of \$250.

Thomas Kewley, OAM, Memorial Prize

This prize is a University Memorial Prize in honour of Tom Kewley, an academic and Kuring-gai Fellow. It is awarded to the postgraduate student who obtains the highest aggregate mark for the Research Project in Community or Public Sector Management. The prize is a cash award of \$1,000.

Zonta Prize for the Woman MBA Graduate of the Year

This prize was established in 1992. It is awarded to the most outstanding woman graduating in the Master of Business Administration. The prize is a cash award of \$500.

Scholarships

Inquiries about all postgraduate scholarships should be directed to the University Graduate School, Building 2, City campus – Blackfriars, telephone (02) 9514 1336. The latest information regarding postgraduate scholarships is also available at:

www.gradschool.uts.edu.au

Inquiries about Honours scholarships should be directed to the appropriate School office. Inquiries about undergraduate scholarships should be directed to the Student Liaison Unit, telephone (02) 9514 3500.

Accounting Honours Scholarships

The School of Accounting offers five scholarships to students for study in the Honours sequence within the School of Accounting. Each scholarship is tenable for one year and has a cash value of \$5,000.

Bowl Australia Honours Scholarship in Leisure Management

This scholarship was established in 1996. It is awarded to the best graduating student entering the Honours program in Leisure Management. The scholarship is a cash award of \$1,500.

Commonwealth Bank Scholarship

This scholarship was established in 1988. It is awarded to a full-time, second-year student in the Bachelor of Business who intends majoring in banking, finance, accounting, or marketing. The recipient must have a sound academic record and be interested in pursuing a career in banking. The scholarship is tenable for two years and has a cash value of \$6,000.

The Corporate Express Australia Limited Scholarship

This scholarship was established in 2001. It is to provide assistance to a student experiencing financial difficulties to continue full-time study in the Bachelor of Business degree. The applicant must: be an Australian citizen or have been granted permanent residency at the time of application; be currently enrolled in the Bachelor of Business degree; not have undertaken previous university study; and be able to demonstrate financial disadvantage at time of application. The scholarship will be awarded to the student who has provided evidence of financial disadvantage, with the highest weighted average mark for their first

semester of study in the Bachelor of Business. The scholarship will be paid in two instalments of \$1,500. The period of tenure shall be for 12 months and is subject to satisfactory progress through the degree.

CRG Doctoral Scholarships

The Collaboration Research Group offers two full-time doctoral scholarships for innovative research into the roles of various forms of inter- and intra-organisational collaboration. Each scholarship has a cash value of \$20,000 per year, tax-free. These scholarships are tenured for a period of three years.

Dow Corning Research Scholarships in Marketing

(Currently under review.)

These scholarships were established in 1994. Dow Corning Australia offers four scholarships to students studying in the Honours sequence within the School of Marketing. Each scholarship is tenable for one year and has a total value of \$1,100.

Faculty of Business Exchange Program Scholarships

The Faculty may offer up to ten scholarships to students (either undergraduate or post-graduate) to assist with costs incurred while on a Faculty approved exchange program. Each scholarship is tenable for one semester and has a cash value of \$1,000.

Faculty of Business Honours Scholarships

These scholarships were established in 1993. The Faculty may award up to six scholarships to students studying full-time in the Honours program within the Faculty. Each scholarship has a cash value of \$5,000.

Faculty of Business PhD Scholarships

The Faculty of Business offers two full-time PhD scholarships for study in any one of the Faculty's five discipline-based Schools – Accounting; Finance and Economics; Leisure, Sport and Tourism; Management; or Marketing. Each scholarship has a cash value of \$18,000 per year, tax-free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty. These scholarships are tenured for three-year periods.

Hawker De Havilland PhD Scholarship

This scholarship is sponsored by Hawker De Havilland Limited to enable a highly qualified doctoral candidate to conduct innovative and cutting-edge management research in the general field of Enterprise Modelling using Knowledge Engineering. The scholarship has a cash value of \$20,000 per year, tax-free, and is tenable for up to three years.

Industry-supported PhD Scholarships

From time to time, the Faculty is able to offer scholarships made available through the generosity of individual companies for full-time doctoral studies. At present, Hawker De Havilland and SAP Australia Pty Ltd support doctoral studies in management research.

Insearch Doctoral Award

As a result of the generous support of Insearch Limited, the Faculty of Business is able to offer a full-time PhD scholarship for study in any one of the Faculty's five discipline-based Schools – Accounting; Finance and Economics; Leisure, Sport and Tourism; Management; or Marketing. The scholarship has a cash value of \$18,000 per year, tax-free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

PhD Scholarships in Accounting

The School of Accounting offers two PhD scholarships to candidates in the areas of market-based accounting research and/or positive accounting theory. The scholarship has a cash value of \$25,000 per year, tax-free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty.

PhD Scholarships in Finance and Economics

The School of Finance and Economics offers two PhD scholarships to candidates to work in areas within the interests of the School. Each scholarship has a cash value of \$18,000 per year, tax-free, and may be supplemented by a limited amount of teaching and/or research assistant activity within the Faculty. These scholarships are tenured for a period of three years.

Research Student Research Fund

The Faculty of Business offers limited funding to enrolled research students for expenses incurred in relation to their study. Applications for these grants are invited twice per year and guidelines are distributed at the time.

SAP Doctoral Scholarship

This scholarship is sponsored by SAP Australia to enable a highly qualified doctoral candidate to conduct innovative and cutting-edge management research in the general field of Business Process Re-Engineering using SAP R/3 software. The scholarship has a cash value of \$20,000 per year, tax-free, and is tenable for up to three years.

UNDERGRADUATE COURSES

Bachelor of Business

- ◆ Course codes: B02C (City campus);
B02K (Kuring-gai campus)
- ◆ UAC codes: 600010 (City - F/T),
600011 (City - P/T);
600020 (Kuring-gai - F/T)
- ◆ Testamur title: Bachelor of Business
- ◆ Abbreviation: BBus
- ◆ Course fee: HECS (local)
\$6,500 per semester (international)

The Faculty of Business offers an undergraduate degree program that leads to the award of Bachelor of Business. The Bachelor of Business program prepares graduates for a career in accounting, banking, e-business, economics, finance, international business, management, marketing, sport management, tourism and the related professions.

The degree seeks to provide students with the knowledge, competencies and values necessary for a fulfilling and effective career in these areas.

Admission requirements

Assumed knowledge/HSC subject selection

To enrol in the Bachelor of Business, an assumed knowledge of Mathematics is required. An adequate background in English is also assumed. If your secondary or tertiary education was conducted in a language other than English, you should provide evidence of your proficiency in the English language to the Universities Admissions Centre (UAC). The UTS Student Info & Admin Centre can provide advice in this regard.

Applicants should obtain a copy of the *2002 UAC Guide*.

Advanced standing

Students who are enrolled in the Bachelor of Business course and have previously undertaken a course of study at a university or at some other recognised tertiary educational institution may be eligible for subject exemptions if subjects previously studied are deemed by the Faculty to be equivalent to those specified for their course. To be eligible

for subject exemptions, students must have completed relevant study at the appropriate level before commencing with the Faculty of Business. Students should note that eligibility for credit does not guarantee a place in the course for which that credit is available.

A maximum of one-third of the degree may be exempted. Requests for exemptions for more than one-third and up to two-thirds of the degree may be considered by the Faculty Board. Students are required to apply for exemptions at enrolment in their first semester of study. If a student wishes to request exemptions after their first semester of study in the Bachelor of Business, they are advised to make an appointment with a Student Adviser in the relevant Student Office.

TAFE (NSW)

UTS has an articulated credit transfer policy with TAFE (NSW). Block credit may be granted for a number of completed TAFE courses. These courses must have been completed no earlier than three years before commencement of studies at UTS, i.e. students commencing their Bachelor of Business degrees in 2002 must have completed their TAFE courses in 1998 or later.

Insearch

Students who have completed appropriate courses through Insearch, if admitted, will be given up to one year's advanced standing in the Bachelor of Business.

Other universities

Students who have completed appropriate subjects at a recognised university may be granted credit for subjects previously undertaken. These subjects must have been completed no earlier than 10 years prior to commencement of studies at UTS, i.e. students commencing their Bachelor of Business degrees in 2002 must have completed their previous university study in 1991 or later.

Students applying for exemptions on the basis of subjects completed at institutions other than TAFE should apply at enrolment. These students will receive information on the application process after they are made an offer.

Private colleges

Students who have completed a course at a private college will not be eligible for any exemptions unless an articulation agreement between the Faculty and the college is in place. Further details can be obtained from the Student Advisers, telephone (02) 9514 3500 (City campus) or (02) 9514 5355 (Kuring-gai campus).

Transition guidelines

Students who commenced the Bachelor of Business prior to 1996 should consult a Faculty of Business handbook published between 1996 and 2000.

Students who commenced the Bachelor of Business in 1996 or later should consult the *Transition Guidelines Booklet*.

Faculty of Business handbooks (1996–2000) and the *Transition Guidelines Booklet* are available from the Faculty of Business Student Offices.

Students who have any queries should contact the Student Advisers in the Faculty of Business Student Office on their campus.

Subject equivalents

Certain subjects within the Faculty's courses, both past and present, have been allocated new subject names and/or numbers. For the purpose of administering the rules relating to double and triple failures, these subjects are considered materially the same. Refer to the Subject Equivalents for Bachelor of Business table at the back of this handbook.

Attendance

The Bachelor of Business course may be completed through either a full-time or part-time attendance pattern, or a combination of these. Typical attendance patterns are detailed below.

Students may change their attendance pattern with approval from the Faculty.

Course duration

Full-time study is three years (six semesters), usually undertaken at the rate of between four and six subjects per semester.

Part-time study is six years (12 semesters), usually undertaken at the rate of two subjects

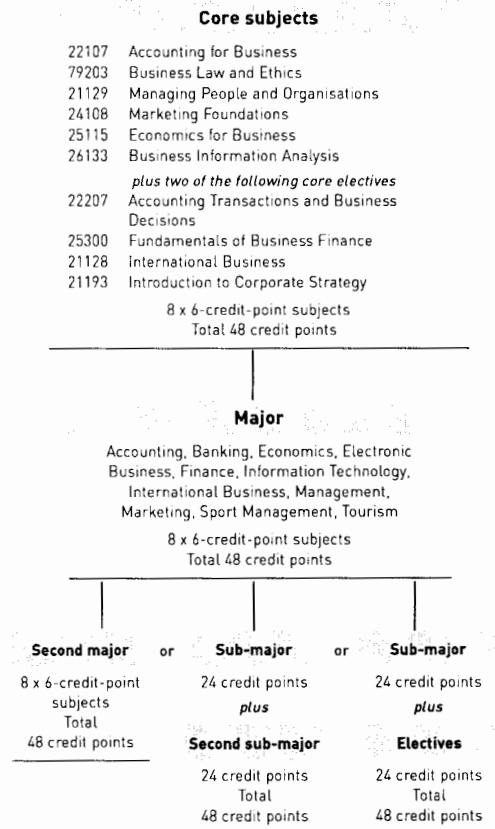
per semester. Part-time students must be prepared to attend one afternoon or morning class during each teaching week.

Some subjects are offered in an optional Summer session so that students can 'fast track' their studies.

Course structure

The Bachelor of Business comprises 144 credit points. All students must complete eight foundation core subjects (6 credit points each), a major (48 credit points), and either a second major (48 credit points), or two sub-majors (24 credit points each), or a single sub-major (24 credit points) in conjunction with elective subjects (24 credit points). Students should note that not all majors are available in combined degrees, and that some majors and sub-majors may require specific foundation core subjects to be undertaken. See below for details.

Course diagram



Course program

Typical full-time program

Semester 1

22107	Accounting for Business
25115	Economics for Business
21129	Managing People and Organisations
24108	Marketing Foundations

Semester 2

26133	Business Information Analysis
79203	Business Law and Ethics
2xxxx	Core elective 1
2xxxx	Core elective 2

Semester 3

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

Semester 4

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

Semester 5

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

Semester 6

2xxxx	First major
2xxxx	First major
2xxxx	Elective (or second major)
2xxxx	Elective (or second major)

Typical part-time program

Semester 1

25115	Economics for Business
21129	Managing People and Organisations

Semester 2

22107	Accounting for Business
79203	Business Law and Ethics

Semester 3

24108	Marketing Foundations
26133	Business Information Analysis

Semester 4

2xxxx	Core elective 1
2xxxx	Core elective 2

Semester 5

2xxxx	First major
2xxxx	Elective (or second major)

Semester 6

2xxxx	First major
2xxxx	Elective (or second major)

Semester 7

2xxxx	First major
2xxxx	Elective (or second major)

Semester 8

2xxxx	First major
2xxxx	Elective (or second major)

Semester 9

2xxxx	First major
2xxxx	Elective (or second major)

Semester 10

2xxxx	First major
2xxxx	Elective (or second major)

Semester 11

2xxxx	First major
2xxxx	Elective (or second major)

Semester 12

2xxxx	First major
2xxxx	Elective (or second major)

Majors

Students must undertake a major which consists of 48 credit points (eight 6-credit-point subjects) of study in a related area. Students may also elect to undertake a second major. It should be noted that not all subjects will be offered each semester, and not all majors will be available at both campuses.

Students intending to enrol in the Accounting, Banking, Finance, or Economics majors may need to undertake the foundation core subjects 22207 Accounting Transactions and Business Decisions and 25300 Fundamentals of Business Finance, or their pre-2001 equivalents, in order to meet the requirements of the majors. See major entries below for details.

Students enrolled in the Bachelor of Engineering, Bachelor of Business (E005); Bachelor of Business, Bachelor of Laws (LL02); Bachelor of Biotechnology, Bachelor of Business (NO13); Bachelor of Medical Science, Bachelor of Business (N007); and the Bachelor of Science, Bachelor of Business (N006) or any other combined degree are ineligible to undertake the Bachelor of Business major in

Information Technology, effective Autumn semester 2001. Students enrolled in these courses are required to complete a Business major offered by a School or Schools within the Faculty of Business, effective Autumn semester 2001.

Policy on subject substitution

Where there is an overlap between majors and sub-majors which enables students to meet the objectives of the relevant majors or sub-majors by taking less than the required credit points, students may substitute any subject chosen from the Faculty of Business to make up the required number of credit points. Students are still required to meet normal prerequisite conditions in choosing a substitute subject. As some majors have specific substitution rules, students should refer to the information in specific majors.

Policy on overspecialisation

Students are normally expected to take 18 credit points of study as sub-majors outside the area of their major to fulfil the objectives of the Bachelor of Business degree in providing a broad business education.

Accounting major

The Accounting major builds upon the core subjects to develop the knowledge, skills, values and other intellectual attributes needed by contemporary and future accountants. Depending on the Stream selected, the major satisfies the education requirements of CPA Australia and The Institute of Chartered Accountants in Australia.

Students intending to enrol in the Accounting major must complete 22207 Accounting Transactions and Business Decisions or its pre-2001 equivalent in order to meet the requirements of the major. Students selecting 22319 Financial Statement Analysis in Stream 1 will also need to complete 25300 Fundamentals of Business Finance or its pre-2001 equivalent in order to meet the requirements of the major.

- 22320 Accounting for Business Combinations
- 22321 Cost Management Systems
- 22420 Accounting Standards and Regulations
- 22421 Management Decisions and Control
and either
- 22520 Corporate Reporting: Professional and Conceptual Issues
or
- 22319 Financial Statement Analysis
plus one of the following streams

Stream 1

- 22522 Assurance Services and Audit
- 79014 Company Law¹
- 79017 Revenue Law (Bus)¹

¹ As part of the Accounting major, Bachelor of Business/ Bachelor of Laws (LL02), students may undertake 70417 Corporate Law instead of 79014 Company Law, and 76212 Revenue Law (LLB) instead of 79017 Revenue Law (Bus).

Stream 2

- 31414 Information Systems
- 31424 Systems Modelling
- 31434 Database Design

Notes:

Stream 1 meets the undergraduate Accounting major education requirements for membership of both CPA Australia and The Institute of Chartered Accountants in Australia.

Stream 2 meets the undergraduate Accounting major education requirements for membership of CPA Australia only. Students completing this stream would need to undertake a combined subject in company and taxation law by external study after admission to Associate Membership as one of CPA Australia's requirements before advancing to the CPA level of membership.

Students should note that CPA Australia will not, in principle, accept Conceded Passes in subjects required by them. However, CPA Australia will now accept a Conceded Pass in a first- or second-year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from CPA Australia.

Banking major

The world of banking has undergone considerable change over recent years in Australia and overseas. Banking is part of the financial services sector that is at the forefront of electronic business and risk management. The subjects in the major provide students with professional skills, knowledge and understanding that is required for a career in banking in either Australia or in a country within the region. Senior Associateship status is offered by the Australian Institute of Banking and Finance (AIBF) for students completing the major and who have appropriate work experience. Students intending to enrol in the Banking major must complete the foundation core subjects 22207 Accounting Transactions and Business Decisions and 25300 Fundamentals of Business Finance or their pre-2001 equivalents in order to meet the requirements of the major.

Most of the subjects in this major are offered only at City campus, however the major shares several subjects with the Finance major

that is offered at Kuring-gai campus. Students undertaking this major in conjunction with the Finance or Economics major must substitute another Faculty of Business subject for each overlapping subject in their majors.

- 25555 Macroeconomics: Theory and Applications
- 25556 The Financial System
- 25503 Investment Analysis
- 25410 Corporate Financial Analysis
- 25561 Measuring and Managing Risk
- 79015 Banking Law
- 25409 Managing Financial Organisations
- 25522 Financial Services and Products

Economics major

Businesses operate within the economy and many of the prospects and problems faced by a business are influenced or determined by the economy. Consequently, many business leaders emphasise the need for business managers to understand the economy and its impact on the business. The Economics major is accordingly a valuable second major for Business students. The subjects in the major provide students with professional skills, knowledge and understanding that enhance their capabilities in each of the professional areas within business. Students intending to enrol in the Economics major must complete the foundation core subject 25300 Fundamentals of Business Finance or its pre-2001 equivalent in order to meet the requirements of the major.

Most of the subjects in this major are offered only at City campus. Students undertaking this major in conjunction with the Finance or Banking major must substitute another Faculty of Business subject for each overlapping subject in their majors.

- 25555 Macroeconomics: Theory and Applications
- 25556 The Financial System
- 25562 Economics of the Firm
- 25304 Asian–Australian Economic Relations
- 25416 Economics of Money and Finance
- 25564 Labour and Industry in the Global Context
- 25315 International Economics
- 25560 Applied Economic Analysis

Electronic Business major

The focus of the Electronic Business major is on business systems, processes and relationships associated with creating and transferring value in electronic environments among and between organisations, their partners, their alliance groups and to customers or end users. There is a strong emphasis on customer

relationships built on a multimedia one-to-one interactive paradigm. This approach to building relationships is a distinguishing characteristic of advanced electronic business systems.

- 24307 Electronic Business
- 24408 Marketing Strategy for Electronic Business
- 24412 Electronic Business Project
- 21121 Managing Electronic Business Processes
- 22523 Assurance for Electronic Business
- 31950 Networked Enterprise Design
- 48721 Strategic Electronic Business Technologies
- 79102 Law and the Digital Economy

Finance major

Finance has evolved as a major field of business practiced by either business executives in the management of the company's funds or by executives in the financial sector who may work in financial markets, financial institutions, IT or in consultancy firms that provide financial advice and services to business and people. The subjects in the major provide students with professional skills, knowledge and understanding that are used in a career in finance. The Finance major is a natural complement to the Accounting major for students preparing for a career in corporate finance and a natural complement to the Banking major for students planning a career in the financial sector. Students intending to enrol in the Finance major must complete the foundation core subjects 22207 Accounting Transactions and Business Decisions and 25300 Fundamentals of Business Finance or their pre-2001 equivalents in order to meet the requirements of the major.

The subjects in the major are offered at both Kuring-gai and City campuses. Students undertaking this major in conjunction with the Economics or Banking major must substitute another Faculty of Business subject for each overlapping subject in their majors./

- 25555 Macroeconomics: Theory and Applications
- 25556 The Financial System
- 25503 Investment Analysis
- 25620 Derivative Securities
- 25410 Corporate Financial Analysis
- 25557 Corporate Finance: Theory and Practice
- 25558 Issues in Corporate Finance
plus one of the following
- 25559 New Start Financing and Valuation
- 25421 International Financial Management
- 25420 Applied Financial Management
- 25416 Economics of Money and Finance
- 25415 Personal Financial Planning
- 25560 Applied Economic Analysis

Information Technology major

The Information Technology major provides students with an introduction to the fundamentals of information technology. Two electives allow students to develop particular areas of interest. Bachelor of Business students should note that this major will only be recognised when taken in conjunction with another full major offered by a School or Schools within the Faculty of Business.

Students enrolled in the Bachelor of Engineering, Bachelor of Business (EO05); Bachelor of Business, Bachelor of Laws (LL02); Bachelor of Biotechnology, Bachelor of Business (NO13); Bachelor of Medical Science, Bachelor of Business (NO07); and the Bachelor of Science, Bachelor of Business (NO06), or any other combined degree, are ineligible to undertake the Information Technology major in the Bachelor of Business, effective Autumn semester 2001. Students enrolled in these courses are required to complete a Business major offered by a School or Schools within the Faculty of Business, effective Autumn semester 2001.

- 31414 Information Systems
- 31424 Systems Modelling
- 31509 Computer Fundamentals
- 31434 Database Design
- 31508 Programming Fundamentals
- 31516 Networking Fundamentals
plus two of the following approved electives
- 31140 Introduction to Computer Graphics
- 31429 Procedural Programming
- 31443 Distributed Databases and Client/Server Computing
- 31510 Operating Systems
- 31511 Systems Design
- 31603 3D Computer Animation
- 31605 Computer Graphics Rendering Techniques
- 31606 Virtual Communities
- 31743 Machine Learning
- 31748 Programming on the Internet
- 31749 Internet Commerce
- 31750 Intelligent Agents in Java
- 31777 Human-Computer Interaction
- 31778 Resources Management for IT Professionals
- 31860 Object-oriented Programming and C++
- 31876 Operating Systems Facilities
- 31904 Systems Programming
- 31916 Cognitive Modelling
- 31917 Commercial Programming in COBOL
- 31919 Distributed Software Programming
- 31921 Objectbases
- 31922 Object-oriented Methodologies

- 31925 Smalltalk
- 31928 Applications Development with Delphi
- 31931 Software Quality Assurance
- 31950 Networked Enterprise Design

Note: Students will need to be able to use a UNIX system for some subjects in this major.

International Business major

The International Business major reflects the growing importance of the global economy in contemporary business activity. The major provides students with a foundation of core studies in international business, a range of international electives, and a Capstone subject providing practical experiences in the international business arena.

- 21591 International Management
- 25304 Asian-Australian Economic Relations
- 22240 International Accounting
- 24220 International Marketing
plus three of the following international elective subjects
- 21593 International Business and Government
- 25315 International Economics
- 25421 International Financial Management
- 24517 Contemporary International Marketing Issues
- 24607 International Marketing Management Project
- 24440 International Promotion and Advertising
- 79603 International Business Law and Regulation
- 22309 Accounting for Overseas Transactions
- 21306 International Employment Relations
- 21530 Global Strategy
- 21531 Managing the International Organisation
- xxxxx Any other international subject, (which may include one language and culture subject) with approval of the Director of the International Business major
plus one of the following Capstone subjects
- 21532 Applied International Business
- 24518 International Marketing Country Study
- 21595 International Management Field Study

Notes:

Students who have completed one of the international foundation subjects as part of another major or sub-major will be required to take four international elective subjects rather than three.

24518 International Marketing Country Study and 21595 International Management Field Study involve overseas travel and related expenses (see Subject Coordinator for further details). 21532 Applied International Business does not require overseas travel.

24518 International Marketing Country Study is a 12-credit-point subject. Students who take this subject will only be required to take two of the 6-credit-point international elective subjects rather than three.

Management major

The Management major provides knowledge of the theoretical basis of management and develops insights and competencies associated with the general practice of management. It covers the specific areas of employment relations, business process management and change management.

- 21440 Management Skills
- 21306 International Employment Relations
- 21221 Organisational Structure and Change
- 21210 Business, Government and Society
- 21365 Analysing Management Thinking
- 21131 Business Process Management
- 21591 International Management
- 21630 Management of the Strategy Process

Marketing major

The Marketing major develops an understanding of the role of marketing and its specific nature in different types of domestic and international markets. It examines marketing in the micro and macro environment and helps students to develop essential skills to effectively participate in the marketplace.

- 24202 Consumer Behaviour
- 24220 International Marketing
- 24309 Introductory Marketing Research
- 24205 Business Marketing
- 24210 Advertising and Promotions Management
- 24430 Applications of Marketing Research
- 24415 Marketing Planning and Strategy
- 24331 Decision Models in Marketing
or
- 24203 Quantitative Marketing Analysis¹

¹ 24203 Quantitative Marketing Analysis is recommended for those students intending to apply for the Honours program in Marketing.

Sport Management major

The Sport Management major develops an understanding of management and marketing theories and practices within the increasingly dynamic and specialist context in which sport is played, organised and managed. The Sport Management major is offered at Kuring-gai campus only.

- 27252 The Sport Industry
- 27307 Sport Management
- 27161 Sport Marketing
- 27253 Sport in the Global Marketplace
plus four of the following

- 27628 Law for Leisure, Sport and Tourism
- 27160 Sport and Exercise Behaviour
- 27186 Leisure and Sport in the Social Context
- 27103 The Olympic Games
- 27703 Events Management
- 21555 Human Resource Management
- 27316 Leisure and Fitness Centre Operators
- 27523 Leisure and Tourism Planning
- 27191 Tourism and Leisure Facility Development

Tourism major

The Tourism major develops an understanding of management, marketing and planning theories and practices within the context of the tourism industry. The major examines the two-way relationship that exists between tourism and its sociocultural, economic, technological, political, legal and physical environments. The Tourism major is offered at Kuring-gai campus only.

- 27184 Introduction to Tourism Systems
- 27648 The Tourism Industry
- 27327 Tourism's Environmental Interactions
- 27185 Introduction to Tourist Behaviour
plus four of the following
- 27324 Strategic Management in Tourism
- 27523 Leisure and Tourism Planning
- 21555 Human Resource Management
- 27642 Tourism Marketing
- 27646 Tourist Attractions Management
- 27647 Transportation in Tourism
- 27191 Tourism and Leisure Facility Development
- 27703 Events Management
- 27649 Ecotourism
- 27628 Law for Leisure, Sport and Tourism

Sub-majors

Students who do not choose to take a second major have the opportunity to take two 24-credit-point sub-majors (total 48 credit points), or one sub-major (24 credit points) and 24 credit points of electives (total 48 credit points). Sub-majors are available to all students except where specified.

It should be noted that not all subjects listed will be offered each semester, and not all sub-majors will be available at both campuses.

Students intending to enrol in some sub-majors may need to take the foundation core subjects 22207 Accounting Transactions and Business Decisions and/or 25300 Fundamentals of Business Finance or their pre-2001 equivalents in order to meet the requirements of the sub-major.

Bachelor of Business students

When choosing electives, students should be aware that all prerequisites must be met and that no elective may be materially similar to other subjects taken as part of the student's Bachelor of Business degree. Students who wish to undertake cross-faculty electives within UTS, or with other universities, should seek Faculty approval. The Faculty reserves the right to approve a student's choice of electives. Students will be accommodated in the subjects depending on the availability of class places.

Students will normally be expected to take 18 credit points of their sub-majors outside the area of their major to fulfil the objectives of the Bachelor of Business degree in providing a broad business education. Refer to Policy on overspecialisation. Students who have already completed subjects in their chosen sub-major should refer to the Faculty Student Offices for the Policy on substitution.

Students from other faculties applying to undertake Business electives

Students from other faculties may undertake any subject offered by the Faculty of Business as an elective if they have met all the prerequisites. Students will be accommodated in the subjects depending on the availability of class places. It is the responsibility of students to ensure that their own faculty approves their choice of Business electives within the context of the requirements of the program in which they are enrolled.

Sub-majors are offered by all Faculty of Business schools and most faculties.

School of Accounting

Sub-major in Financial Reporting

For students in Bachelor of Business majors other than Accounting who wish to gain a detailed working knowledge of financial reporting issues such as financial statement preparation and its regulatory framework, and international reporting.

- 22320 Accounting for Business Combinations
- 22420 Accounting Standards and Regulations
plus two of the following
- 22319 Financial Statement Analysis
- 22240 International Accounting
- 22610 Accounting for Insolvency
- 22207 Accounting Transactions and Business Decisions

Sub-major in International Accounting

Introduces students to a range of issues, focusing on the comparative development of national accounting systems, international accounting standards and transnational reporting issues. Offered at City campus only.

- 22240 International Accounting
- 22309 Accounting for Overseas Transactions
plus two of the following
- 79603 International Business Law and Regulation
- 25421 International Financial Management
- 21591 International Management
- 24220 International Marketing
- 22219 Social and Environmental Accounting

Sub-major in Management Reporting¹

For students in Bachelor of Business majors other than Accounting who want a detailed working knowledge of management reporting issues, e.g. the preparation and management of costs, financial and operational control, performance evaluation, and information systems design and management.

- 22321 Cost Management Systems
- 22421 Management Decisions and Control
plus two of the following
- 31414 Information Systems
- 31424 Systems Modelling
- 31434 Database Design
or
- 31508 Programming Fundamentals

¹ This sub-major is under review.

Sub-major in Professional Accounting and Auditing Practice

Provides Accounting major students with further knowledge and competencies in areas of professional accounting practice. Students intending to enrol in this sub-major must complete the foundation core subject 22207 Accounting Transactions and Business Decisions in order to meet the requirements of the sub-major. This sub-major is offered at City campus and, subject to demand, at Kuring-gai campus.

- 22523 Assurance for Electronic Business
- 22517 Advanced Assurance Services and Audit
plus two of the following
- 79016 Advanced Companies and Securities Law
- 79606 Advanced Taxation Law
- 79021 International Aspects of Australian Taxation Law
- 22610 Accounting for Insolvency

Sub-major in Small Business Accounting

Provides students enrolled in any of the majors within the Bachelor of Business with an introduction to business planning, financial and managerial reporting, and other legal, marketing and accounting issues for small and medium-sized enterprises. It is offered at City campus only.

- 22566 Accounting for Small Business 1
- 22515 Computer-based Accounting
plus two of the following
- 22567 Accounting for Small Business 2
- 22309 Accounting for Overseas Transactions
- 24205 Business Marketing
- 24306 Marketing of Services
- 79022 Indirect Taxation
- 22610 Accounting for Insolvency
- 22319 Financial Statement Analysis

School of Finance and Economics

Sub-major in Banking

The group of subjects in this sub-major provide students with professional skills, knowledge and understanding of the activities, risk-management and services provided by major banks. Completion of the sub-major is recognised by the Australian Institute of Banking and Finance. Students intending to enrol in the Banking sub-major must complete the foundation core subject 25300 Fundamentals of Business Finance or its pre-2001 equivalent in order to meet the requirements of the sub-major. The sub-major is offered at City campus only.

- 25561 Measuring and Managing Risk
- 25522 Financial Services and Products
- 25409 Managing Financial Institutions
- 79015 Banking Law

Sub-major in Economics

The sub-major in Economics provides students with recognition for completing economics subjects that enhance their professional knowledge, skills and understanding of the economic environment of business as well as their graduate capabilities. Students intending to enrol in the Economics sub-major must complete the foundation core subject 25300 Fundamentals of Business Finance or its pre-2001 equivalent prior in order to meet the requirements of the sub-major. The subjects that can be chosen are offered at City campus and some are offered at Kuring-gai campus.

- 25555 Macroeconomics: Theory and Applications
- 25562 Economics of the Firm
plus two of the following

- 25416 Economics of Money and Finance
- 25315 International Economics
- 25564 Labour and Industry in the Global Context
- 25560 Applied Economic Analysis

Sub-major in Financial Management

The group of subjects in this sub-major provide students with professional skills, knowledge and understanding of the management of finance by new and established firms. This sub-major is designed for students in the Accounting major. Students intending to enrol in the Financial Management sub-major must complete the foundation core subjects 22207 Accounting Transactions and Business Decisions and 25300 Fundamentals of Business Finance or their pre-2001 equivalents in order to meet the requirements of the sub-major. Depending on demand, each subject will be offered at both City and Kuring-gai campuses.

- 25559 New Start Financing and Valuation
- 25421 International Financial Management
- 25410 Corporate Financial Analysis
- 25420 Applied Financial Management

Sub-major in Finance

Provides the opportunity for Bachelor of Business students from majors other than Accounting and Finance to strengthen their skills in key areas of financial analysis, corporate finance, capital budgeting and investment analysis. The subjects that can be chosen are offered at the City campus and some are offered at the Kuring-gai campus. Students who have completed 22207 Accounting Transactions and Business Decisions or 25300 Fundamentals of Business Finance as part of their core, should undertake the Financial Management sub-major instead of the Finance sub-major.

- 22207 Accounting Transactions and Business Decisions
- 25300 Fundamentals of Business Finance
plus two of the following
- 25410 Corporate Financial Analysis
- 25559 New Start Financing and Valuation
- 25420 Applied Financial Management
- 25556 The Financial System
- 25421 International Financial Management

Sub-major in Insurance

Provides in-depth studies in insurance for business students intending to work in that industry. The Australian Insurance Institute accepts this sub-major, together with requisite professional experience in the insurance industry, for membership. This sub-major is offered at City campus only.

- 25350 Principles of Risk and Insurance
- 25553 Risk Management
- 25552 Reinsurance
- 25403 Theory of General Insurance

Sub-major in Investment Management

The group of subjects in this sub-major provide students with professional skills, knowledge and understanding of financial instruments and markets and the investment management process. This sub-major is intended for students not taking an Accounting or Finance major. However, students intending to enrol in the Investment Management sub-major must complete the foundation core subject 25300 Fundamentals of Business Finance or its pre-2001 equivalent in order to meet the requirements of the sub-major. It is planned to offer this sub-major at both City and Kuring-gai campuses.

- 25555 Macroeconomics: Theory and Applications
- 25556 The Financial System
- 25503 Investment Analysis
plus one of the following
- 25559 New Start Financing and Valuation
- 25620 Derivative Securities

School of Leisure, Sport and Tourism**Sub-major in Leisure Management**

Provides an understanding of the role of leisure in contemporary society, focusing on the management and marketing of leisure services. This sub-major is offered at Kuring-gai campus only.

- 27126 Leisure in Australia
- 27216 Leisure Services Management
plus two of the following
- 27187 Leisure Concepts
- 27628 Law for Leisure, Sport and Tourism
- 27523 Leisure and Tourism Planning
- 27703 Events Management
- 27306 Marketing of Leisure Services
- 27316 Leisure and Fitness Centre Operators
- 27191 Tourism and Leisure Facility Development
- 27323 Leisure and Public Policy
- 27526 Leisure Theory

Sub-major in Sport Management

Introduces students to the increasingly dynamic and specialist context in which sport is played, organised and managed. This sub-major is offered at Kuring-gai campus only.

- 27307 Sport Management
- 27252 The Sport Industry
plus two of the following
- 27161 Sport Marketing
- 27628 Law for Leisure, Sport and Tourism
- 27103 The Olympic Games
- 27160 Sport and Exercise Behaviour
- 27186 Leisure and Sport in the Social Context
- 27703 Events Management
- 27316 Leisure and Fitness Centre Operators
- 27523 Leisure and Tourism Planning
- 27191 Tourism and Leisure Facility Development

Sub-major in Tourism Management

Provides students with a systematic framework for understanding the tourism phenomenon in Australia. This sub-major is offered at Kuring-gai campus only.

- 27184 Introduction to Tourism Systems
- 27648 The Tourism Industry
plus two of the following
- 27185 Introduction to Tourist Behaviour
- 27327 Tourism's Environmental Interactions
- 27642 Tourism Marketing
- 27324 Strategic Management in Tourism
- 27523 Leisure and Tourism Planning
- 27628 Law for Leisure, Sport and Tourism
- 27642 Tourism Marketing
- 27646 Tourist Attractions Management
- 27647 Transportation in Tourism
- 27191 Tourism and Leisure Facility Development
- 27703 Events Management
- 27649 Ecotourism

School of Management***Sub-major in Employment Relations***

Provides a broad understanding of employment relations frameworks and practices and is designed for those considering a career in either human resources management or industrial relations. This sub-major is offered at the City campus and, subject to demand, at Kuring-gai campus.

- 21306 International Employment Relations
plus three of the following
- 21407 Strategic Human Resource Management
- 21430 Enterprise Bargaining and Workplace Relations
- 79013 Industrial and Labour Law
- 21058 Management Project (Management majors only)

Note: All students should complete 21306 International Employment Relations before undertaking other subjects in the sub-major.

Sub-major in International Management

Provides participants with the opportunity to enhance their management competencies in this area through the development of an international specialisation in management. This sub-major is offered at City campus and, subject to demand, at Kuring-gai campus.

- 21591 International Management¹
plus three of the following
- 21530 Global Strategy
- 21531 Managing the International Organisation
- 21083 Socially and Ecologically Responsible Business
- 21593 International Business and Government
- 21306 International Employment Relations (non-Management majors only)

¹ Management major students must do 21058 Management Project in place of 21591 International Management.

Sub-major in Management Practice

Designed for students in Bachelor of Business majors other than Management who wish to study subjects placing an emphasis on the application of management knowledge.

- 21440 Management Skills
- 21306 International Employment Relations
- 21131 Business Process Management
- 21630 Management of the Strategy Process

Sub-major in Small and Medium Enterprise Management

Prepares students for a management role in the small and medium enterprise business sector by providing an understanding of the peculiarities of small and new businesses which differentiate them from large corporations and government enterprises. This sub-major is offered at City campus on demand and partially at Kuring-gai campus on demand.

- 21131 Business Process Management¹
- 21409 Entrepreneurship and Innovation
- 21082 Small and Medium Enterprise Management
- 22566 Accounting for Small Business 1

¹ Management major students must do 21058 Management Project in place of 21131 Business Process Management.

Sub-major in Strategic Management

Provides students with the opportunity to enhance their management competencies in processes that will position an organisation optimally in its competitive environment. This sub-major is offered at City campus and, subject to demand, at Kuring-gai campus.

- 21630 Management of the Strategy Process¹
plus three of the following
- 21530 Global Strategy
- 21407 Strategic Human Resource Management
- 21311 Strategic Supply Chain Management
- 21131 Business Process Management
- 21221 Organisational Structure and Change

¹ Management major students must do 21058 Management Project in place of 21630 Management of the Strategy Process.

School of Marketing***Sub-major in Advanced Advertising***

Provides specialised study in the area of advertising and promotions management, developing hands-on experience in applying the major principles and current practices underlying contemporary advertising. This sub-major is offered at City campus only.

- 24510 Research Methods in Advertising¹
- 24604 Project in Advertising
- 59330 Advertising Practice
- 59333 Advertising Strategies

¹ If 24510 Research Methods in Advertising was completed as part of the Introductory Advertising sub-major, then an additional subject from the Faculty of Humanities and Social Sciences should be taken.

Sub-major in Advanced Marketing Research

Allows students the opportunity to develop comprehensive skills in, and an understanding of, the marketing research process and the information technology that supports it. This sub-major is offered at City campus only.

- 24203 Quantitative Marketing Analysis
- 24666 Research Methods in Marketing
- 24510 Research Methods in Advertising
- 24546 Marketing Research Project

Sub-major in Business-to-business Marketing

Provides advanced study in the area of business marketing and focuses on the importance of quality service and communication in different organisational and cross-organisational settings. This sub-major is offered at City campus only.

- 24333 Channels of Distribution
- 24306 Marketing of Services
- 24555 Business Marketing Project
- 21311 Strategic Supply Chain Management

Sub-major in Electronic Business

The Electronic Business sub-major focuses on the emerging electronic environment from a business perspective. Using the Internet as an exemplar electronic business environment, there is a strong marketing emphasis on developing strategies and practices that promote customer relationships, create customer value, redefine channels of distribution and develop effective virtual communities using the various technologies and services available within the emerging electronic environment.

- 24307 Electronic Business
- 24408 Marketing Strategy for Electronic Business
- 24412 Electronic Business Project
- xxxxx Elective¹

¹ Students may choose any elective conceptually related to electronic business, subject to approval by the Sub-major Coordinator.

Sub-major in Information Management in Marketing

Provides students in Bachelor of Business majors other than Marketing with the opportunity to develop basic skills in, and an understanding of, the marketing research process and the information technology that supports it. This sub-major is offered at City campus and partially at Kuring-gai campus.

- 24309 Introductory Marketing Research
- 24331 Decision Models in Marketing
- 24430 Applications of Marketing Research
- 24203 Quantitative Marketing Analysis

Sub-major in International Marketing

Allows in-depth study of how and why firms choose to conduct business in international markets. It provides students with experience of Australian firms' marketing efforts in international markets and also gives them the option of experiencing international marketing first-hand overseas (see Option 2). This sub-major is offered at City campus only.

Option 1

(for students **not** electing to do 24518 International Marketing Country Study)

- 24517 Contemporary International Marketing Issues
- 24607 International Marketing Management Project
- 24440 International Promotion and Advertising
- xxxxx One other approved international subject (which may include a language and culture subject offered by the Institute for International Studies)

Option 2

(for students electing to do 24518 International Marketing Country Study)

- 24517 Contemporary International Marketing Issues
- 24518 International Marketing Country Study¹
- 24440 International Promotion and Advertising
- or*
- xxxxx One other approved international subject (which may include a language and culture subject offered by the Institute for International Studies)

¹ 24518 International Marketing Country Study is a 12-credit-point subject taken over two semesters.

Sub-major in Introductory Advertising

Provides students in Bachelor of Business majors other than Marketing with an introduction to the area of advertising and promotions management, focusing on consumer behaviour and management of promotional activities. This sub-major is offered at City campus and partially at Kuring-gai campus.

- 24202 Consumer Behaviour
- 24210 Advertising and Promotions Management
- 24510 Research Methods in Advertising
- 24604 Project in Advertising

If any of the above subjects have been completed in another sub-major, an additional subject or subjects should be selected from the following:

- 24604 Project in Advertising
- 59330 Advertising Practice
- 59333 Advertising Strategies

Sub-major in Introductory Marketing

Provides students in Bachelor of Business majors other than Marketing with the opportunity to develop basic skills in, and an understanding of, the marketing process and marketing management.

- 24202 Consumer Behaviour
- 24205 Business Marketing
- 24220 International Marketing
plus one of the following
- 24309 Introductory Marketing Research
- 24210 Advertising and Promotions Management
- 24306 Marketing of Services¹

¹ Students cannot choose 24306 Marketing of Services if it was completed in the Business-to-business Marketing sub-major.

Faculty-wide – International Exchange**Sub-major in International Business Studies**

Students have the option to complete four elective subjects, approved by the Faculty of Business, at an approved exchange destination. These subjects will be recognised as a cohesive unit of study and approved as a sub-major in International Business Studies.

Sub-majors offered by other faculties**Faculty of Design, Architecture and Building****Sub-major in Land Economics**

Covers the study of the real estate market, examining property investment analysis, and valuation. This sub-major is offered at City campus on demand.

- 16352 Valuation Methodology
- 16751 International Property Investment
- 16554 Urban Economics

Faculty of Education**Sub-major in Aboriginal Studies**

Presents a view of Australian social, political and economic life from the perspective of its indigenous people. This sub-major is offered at City campus on demand.

- 015110 Aboriginal Cultures and Philosophies
- 015395 Aboriginal Social and Political History
plus one of the following
- 015111 Issues in Aboriginal Education
- 015112 Aboriginal Initiatives in Education:
Towards Community Control
- 015068 The Politics of Aboriginal History

Sub-major in Human Resource Development

Fosters both formal and informal learning opportunities in the workplace, and provides a basic understanding of human resource development issues and practices. This sub-major is offered at City campus on demand, and is graded on a Pass/Fail basis only.

- 015022 Human Resource Development Practices
- 015006 Program Development and Needs Analysis
plus two of the following
- 015141 Human Resource Development Strategies
- 015034 Program Delivery and Evaluation
- 015018 Workplace Practicum
- 015162 Competency Assessment in the Workplace
- 015066 Leading and Facilitating Change
- 015054 Organisational Learning: An Experiential Approach

Faculty of Humanities and Social Sciences***Sub-major in Communications***

Students develop a thorough understanding of what is involved in communication between people with a focus on communication that is related to work situations.

- 50238 Public Communication Processes
- 50239 Public Communication Challenges
- 50125 Communication and Audience

Sub-major in Public Relations

Provides students with a comprehensive understanding of public relations and the principles on which it is based and enables them to develop strategic approaches to public relations problems.

- 50159 Public Relations Principles
- 50160 Public Relations Strategies
- 50214 Public Communication Contexts

Faculty of Information Technology***Sub-major in Business Analysis and Design/Databases***

Provides students with a knowledge of current state-of-the-art databases – relational, object-oriented and distributed – and analysis and design applications.

- 31424 Systems Modelling
- 31511 Systems Design
- 31434 Database Design
- 31443 Distributed Databases and Client/Server Computing
- or*
- 31921 Objectbases

Sub-major in Business Information Systems

Provides students with a broad overview of the basics of computer systems and design and introduces the student to programming and databases in an accounting environment.

- 31414 Information Systems
- 31424 Systems Modelling
- 31508 Programming Fundamentals
- 31434 Database Design

Sub-major in Business Information Technology

Provides a broad overview of the basics of computer hardware, software and major applications.

- 31508 Programming Fundamentals
- 31424 Systems Modelling
- 31434 Database Design
- 31516 Networking Fundamentals

Sub-major in Electronic Commerce Systems

Provides the analysis and design skills needed to develop electronic commerce systems in modern enterprises.

- 31516 Networking Fundamentals
- 31749 Internet Commerce
- 31950 Networked Enterprise Design
- 31606 Virtual Communities

Sub-major in Human Factors and Computing in Business

Provides students with an insight into the effect that computers and information technology have on staff and the workplace, particularly in a climate of change.

- 31424 Systems Modelling
- 31511 Systems Design
- 31777 Human-Computer Interaction
- 31950 Designing the Networked Enterprise

Sub-major in Programming and Design

Provides skills in systems modelling and design, databases, and object-oriented and procedural programming.

- 31508 Programming Fundamentals
- 31424 Systems Modelling
- 31429 Procedural Programming
- 31434 Database Design

Faculty of Law***Sub-major in Business Law***

Provides students with a comprehensive understanding of current legal developments as they affect business and develops a better understanding of intricate legal issues, facilitating the planning of current and future commercial strategies.

Choose any **four** of the following:

- 79009 Introduction to Insolvency Law
- 79010 Corporate Insolvency and Administration
- 79011 Law for Marketing Management
- 79013 Industrial and Labour Law
- 79014 Company Law
- 79015 Banking Law
- 79017 Revenue Law (Bus)
- 79018 Advanced Commercial Law
- 79019 Corporate Environmental Responsibility
- 79020 Business Bankruptcy
- 79403 Law and the Manager
- 79502 Law and Finance
- 79603 International Business Law and Regulation
- 7xxxx One subject from the Taxation Law sub-major

Sub-major in E-commerce and Information Technology Law

This sub-major introduces students to the emerging field of information technology law. The legal aspects of new technologies in electronic commerce and electronic communications are examined.

- 79102 Law and the Digital Economy
 79005 Information Technology Law: Use and Abuse
 79006 Intellectual Property Law in Information Technology
 79007 Technological Change for the 21st Century: The Emergence of the Law of Biotechnology and Bioengineering
or
 79008 Regulation and Competition Law

Sub-major in Foundations in Law

A sub-major for students enrolled in the Bachelor of Business who are considering transferring between the different degree programs or intending to undertake law studies as a second degree. Provides students with the key legal knowledge of a lawyer and has recognition as substantive law subjects in any law degree. This sub-major is offered at City campus on demand.

- 70211 Law of Contract
 70311 Law of Tort
 70317 Real Property

Sub-major in Taxation Law

Offers an integrated sequence of subjects focusing on taxation as the ultimate interface of law, accounting and business enterprises. This sub-major is offered at City campus only.

- 79606 Advanced Taxation Law
 79021 International Aspects of Australian Taxation Law
 79022 Indirect Taxation
 79016 Advanced Companies and Securities Law
or
 79012 Securities Market Regulations

Faculty of Nursing, Midwifery and Health

Sub-major in Health Services Management

Designed to provide students with the skills, knowledge and understanding of management as it relates to health services and settings. This sub-major is offered at Kuring-gai campus only.

- 92112 Health Care in Australia
 92113 Trends in Health Care
 92114 Health Services Management
 92115 Health Planning and Evaluation

Faculty of Science

Sub-major in Chemistry

Provides an appropriate knowledge base for business students who aim to enter chemical or related industries. This sub-major is offered at City campus only.

- 65101 Chemistry 1C
 65201 Chemistry 2C
plus two of the following
 65202 Organic Chemistry 1
 65306 Analytical Chemistry 1
 65307 Physical Chemistry 1
 65411 Inorganic Chemistry 1
 65410 Chemical Safety and Legislation

Sub-major in Health Science

Provides an appropriate knowledge base for business students who wish to enter the health industry. This sub-major is offered at City campus only.

- 91518 Physiological Foundations of Health 1
 91520 Pathophysiology 1
 91521 Pathophysiology 2

Sub-major in Mathematics

Provides students with an interest in the applications of mathematics with the opportunity to apply this to a business setting.

- 35101 Mathematics 1
 35102 Mathematics 2
 35212 Linear Algebra
 35231 Differential Equations

Note: 25406 Quantitative Techniques for Finance and Economics is accepted as a prerequisite for 35212 Linear Algebra. Otherwise, students must substitute 35140 Operations Research Modelling for 35231 Differential Equations.

Sub-major in Operations Research

Concerned with the application of mathematical techniques to provide decision support for industry and commerce.

- 33401 Introductory Mathematical Methods
 35241 Optimisation 1
plus two of the following
 35342 Optimisation 2
 35344 Network Optimisation
 35363 Simulation Modelling
 35361 Probability and Stochastic Processes

Note: 25406 Quantitative Techniques for Finance and Economics is accepted as a prerequisite for 35241 Optimisation 1. Otherwise, students must include 35140 Operations Research Modelling in the sub-major, and choose only one of the final four subjects above.

Sub-major in Statistics

Focuses on statistical techniques for the analysis of data used in industry and commerce.

33401 Introductory Mathematical Methods

35252 Statistics 2

plus two of the following

35353 Regression Analysis

35355 Quality Control

35356 Design and Analysis of Experiments

35361 Probability and Stochastic Processes

Institute for International Studies¹**Sub-major in International Studies**

Uses a focus on society, politics, economics and culture as an introduction to three countries or parts of the world that play a crucial role in Australia's business environment.

Choose any **three** of the following (only available in Spring semester):

976111 Contemporary China

976211 Contemporary Japan

976301 Contemporary South-East Asia

976501 Contemporary Latin America

976401 Contemporary Europe

¹ All inquiries regarding the International Studies sub-major should be made to the Institute for International Studies.

Sub-major in Language other than English (LOTE)

Enables students to develop communicative competence in a language other than English. Three consecutive subjects of 8 credit points each are taken from **one** of the following language programs: Chinese, French, German, Greek, Indonesian, Italian, Japanese, Malaysian, Russian, Spanish and Thai. Other language programs may be offered subject to availability and demand.

971xxx Language and Culture 1

972xxx Language and Culture 2

973xxx Language and Culture 3

For example:**Chinese**

971111 Chinese Language and Culture 1

972111 Chinese Language and Culture 2

973111 Chinese Language and Culture 3

Sub-major in Specialist Country Studies

Offers the opportunity to obtain an introduction to the language and culture of one of Australia's major international economic partners.

Choose any **one** of the following¹:

China

971111 Chinese Language and Culture 1

972111 Chinese Language and Culture 2

976111 Contemporary China

France

971411 French Language and Culture 1

972411 French Language and Culture 2

976401 Contemporary Europe

Germany

971421 German Language and Culture 1

972421 German Language and Culture 2

976401 Contemporary Europe

Indonesia

971311 Indonesian 1

972311 Indonesian 2

976301 Contemporary South-East Asia

Italy

971431 Italian Language and Culture 1

972431 Italian Language and Culture 2

976401 Contemporary Europe

Japan

971211 Japanese Language and Culture 1

972211 Japanese Language and Culture 2

976211 Contemporary Japan

Latin America

971501 Spanish Language and Culture 1

972501 Spanish Language and Culture 2

976501 Contemporary Latin America

Spain

971501 Spanish Language and Culture 1

972501 Spanish Language and Culture 2

976401 Contemporary Europe

Thailand

971320 Thai 1

972320 Thai 2

976301 Contemporary South-East Asia

¹ For detailed information about Language and Culture subjects, students should refer to the 2002 handbook for the Institute for International Studies.

Electives

Electives or structured elective sequences (24 credit points in total) can be taken from any faculty in the University, or from another university or its equivalent, with Faculty approval.

Other information

Further information is available from the Faculty Student Offices, telephone (02) 9514 3500 (City campus) or (02) 9514 5355 (Kuring-gai campus).

Bachelor of Business (Honours)

- ◆ Course code: B003
 - ◆ Testamur title: Bachelor of Business (Honours)
 - ◆ Abbreviation: BBus(Hons)
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

The Bachelor of Business (Honours) program provides an opportunity for advanced study in the disciplinary areas of: accounting; finance and economics; management; or marketing.

It provides the ideal foundation for students who plan to pursue a career in applied research in business and the related professions, or who plan to undertake Master's or Doctoral research studies.

Admission requirements

Students must have completed the Bachelor of Business, or equivalent degree, with an overall Credit average and an average mark of 70 (or equivalent for non-UTS students) in the discipline area in which the Honours degree is to be awarded. Admission also requires the approval of the relevant Head of School.

Applications should be made on the appropriate University admission form, as well as the Faculty questionnaire. Both forms are available from the Faculty of Business Student Offices.

Course duration

The Honours degree comprises two semesters of intensive full-time study, or in approved cases, four semesters part time.

Course structure

Students must complete 48 credit points of study, comprising a 24-credit-point coursework component and a 24-credit-point thesis component.

Accounting

The Accounting sequence within the Honours program provides students with the knowledge and skills to critically evaluate accounting issues. The coursework component provides groundings in the research skills necessary for the critical evaluation of both theoretical issues and empirical studies in accounting. The thesis component focuses on an original study in one of the major areas of

the School's research program, which include market-based accounting research, contracting theory, auditing, and management accounting.

Autumn semester

22901	Accounting Research and Consulting Skills
22902	Financial Reporting, Capital Markets and Disclosure
22903	Contemporary Issues in Management Accounting Research
22908	Economics of Auditing and Assurance Services

Spring semester

22906	Thesis in Accounting
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Finance and Economics

The Finance and Economics sequence within the Honours program brings students up-to-date with the latest theoretical issues in finance and financial economics. It makes students aware of the variety of research methods currently in use in these disciplines. The research project component of the program involves the development of skills in formulating and executing a piece of applied research in one of the areas of finance and financial economics. The program prepares students to execute applied research in the finance and financial economics areas in either industry or postgraduate studies. It is recommended that students undertake this program on a full-time basis.

Autumn semester

25921	Theory of Financial Decision Making
25922	Financial Econometrics
25924	Advanced Corporate Finance
25925	Thesis in Finance

Spring semester

25923	Derivative Security Pricing
25925	Thesis in Finance (cont.)

Management

The Management sequence within the Honours program prepares students to undertake applied research in many areas of management, or to undertake postgraduate research training in the area. The coursework component ensures students are up-to-date with the latest theoretical issues and are aware of the variety of research paradigms currently in use in the conduct of exemplary research. The thesis component focuses on original study in one of the major areas of the School's research program, which include organisation studies, operations management, employment

relations, public and not-for-profit sector management, strategic management and collaboration.

Autumn semester

21908	Advanced Research Methods in Management (Honours)
21910	Researching Organisations and Management
21911	Thesis in Management ¹

Spring semester

21907	Research Methods in Management (Honours)
21909	Theorising Organisations and Management
21911	Thesis in Management (cont.) ¹

¹ Part-time students enrol in 21911 Thesis in Management in their second year.

Marketing

The Marketing sequence within the Honours program prepares students to undertake further academic research or to conduct research in a marketing management position. The coursework component provides students with in-depth knowledge of contrasting theories of marketing, and expertise and skills in a range of research methods and analytical techniques currently in use in the conduct of exemplary research. The thesis component will demonstrate the ability to formulate and execute an original applied research project in some disciplinary area of marketing.

Autumn semester

24901	Advanced Theory in Marketing
24903	Readings for Thesis – Marketing
24902	Research Methods in Marketing
	<i>or</i>
24908	Qualitative Research Methods
24904	Thesis in Marketing (F/T)
	<i>or</i>
24905	Thesis in Marketing (P/T)

Spring semester

24907	Advanced Research Methodology – Marketing
24904	Thesis in Marketing (F/T) (cont.)
	<i>or</i>
24905	Thesis in Marketing (P/T) (cont.)

Other information

Some additional information is available from the Honours (Business) website at:

www.business.uts.edu.au/students/honours/index.html

Bachelor of Business, Diplome d'Etudes Superieures Europeenes de Management

- ◆ Course code: B02C (City campus); B02K (Kuring-gai campus)
- ◆ UAC code: Refer to Bachelor of Business
- ◆ Testamur title: Bachelor of Business
- ◆ Abbreviation: BBus
- ◆ Course fee: HECS (local)
\$6,500 per semester (international)

This program is offered jointly by the Faculty of Business and Reims Management School, France.

After successful completion of the program, the student will be awarded a Bachelor of Business degree with a major in International Business and a sub-major in Language Other than English (French).

Students will also meet the requirements of award for the DESEM which will be granted by the Reims Management School.

Admission requirements

Admission to the double degree program is limited to 10 students per annum, and is based on admission to the Bachelor of Business through normal UAC procedures. A supplementary application form, available from the Faculty of Business Student Liaison Unit, must be completed by 30 November in the year prior to applying for admission to the Bachelor of Business. Applicants will be interviewed in January should this be required. It is expected that applicants will have taken French language tuition as part of their HSC, although consideration will be given to students who have gained knowledge of the language by other means. Students will be required to take a sub-major in French as part of their Business studies degree. French subjects are offered through the Institute for International Studies.

Course duration

The program is four years full-time and integrates two years of study in the Bachelor of Business with two years of exchange study in the Diplome d'Etudes Superieures Europeenes de Management (DESEM), including work experience in France.

Course structure

All students must complete 144 credit points in the Bachelor of Business (66 credit points of which are completed at Reims Management School). A component of this must be 100 ECTS (credit points) of study in the DESEM at Reims Management School. Students must also undertake a work placement while in France.

Arrangements for overseas study

Payment of all tuition fees for the Bachelor of Business and DESEM are made through the HECS system. All other costs, including travel, accommodation, health cover and student union fees, must be met by the student. The student, in conjunction with Reims Management School, will arrange the work placement component in France.

Course program

Semester 1

- 22107 Accounting for Business
- 21129 Managing People and Organisations
- 25115 Economics for Business
- 971411 French Language and Culture 1

Semester 2

- 26133 Business Information Analysis
- 24108 Marketing Foundations
- 79203 Business Law and Ethics
- 972411 French Language and Culture 2

Semester 3

- 2xxxx Business core elective 1
- 2xxxx Business core elective 2
- 21128 International Business
- 973411 French Language and Culture 3

Depart for France. Language and cultural orientation prior to classes at Reims Management School.

Semester 4 – Reims Management School

- European Studies 1
- Law (Business and Taxation)
- Finance
- Accountancy and Budgets
- Human Resource Management
- Information Systems
- International Issues (Economics and Trade)
- Research Project
- Languages

Semester 5 – Reims Management School

- European Studies 2
- Research Project
- Languages
- Elective 1
- Elective 2

Semester 6

Work Placement

Semester 7 – Reims Management School

Strategy

Business Ethics

Labour Law

Research Project

Languages

Elective 3

*Return to UTS***Other information**

Further information is available from the Faculty of Business Student Liaison Unit on telephone (02) 9514 3500.

Bachelor of Accounting

- ◆ Course code: BA04
- ◆ UAC code: 600000
- ◆ Testamur title: Bachelor of Accounting
- ◆ Abbreviation: BAcc
- ◆ Course fee: HECS (local)¹

The School of Accounting offers a cooperative education program in Accounting. The course is offered on a full-time basis only and includes two semesters of industry experience. Students continue to study part time while undergoing industrial experience. Industry experience semester subjects are specially designed to be undertaken cooperatively – theoretical material is ‘fast-tracked’ before the industrial experience program commences and is followed by work-integrated project work.

The Bachelor of Accounting program is offered at City campus (Haymarket) only.

Admission requirements

The program is an intensive scholarship degree course intended for school leavers only. Application forms are available from School Careers Advisers.

Course duration

The course is completed in three years of full-time study, which includes two separate half-years of full-time industry training.

Course structure

The Bachelor of Accounting comprises 156 credit points. All students must complete 10 foundation core subjects, a compulsory Accounting major, and choose from a second major, two sub-majors or a sub-major plus four electives (see diagram).

Students can choose to complete a second major from those offered within the Faculty of Business. The majors are:

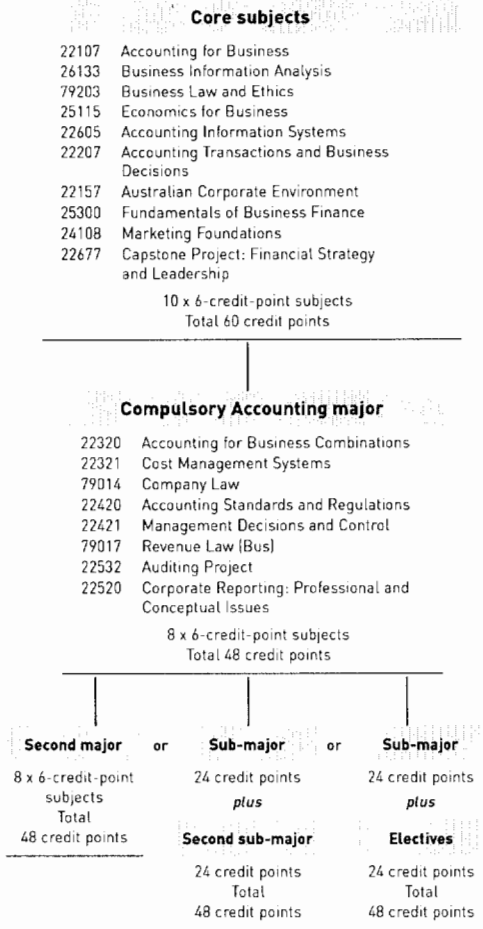
- Banking
- Economics
- Electronic Business
- Finance
- Information Technology
- International Business
- Management
- Marketing
- Sport Management
- Tourism.

¹ This course is not offered to international students.

60 Undergraduate courses

Alternatively, students can elect to complete a sub-major, plus four other elective subjects. Full details of majors and sub-majors can be found within the Bachelor of Business program outlined in this handbook.

Course diagram



Course program

Semester 1

22107	Accounting for Business ¹
22605	Accounting Information Systems
22207	Accounting Transactions and Business Decisions
25115	Economics for Business
26133	Business Information Analysis
24108	Marketing Foundations

¹ Fast-track studies undertaken during Summer session.

Semester 2 – Industry Experience

25300	Fundamentals of Business Finance
22157	Australian Corporate Environment

Semester 3

22321	Cost Management Systems ¹
22421	Management Decisions and Control
79203	Business Law and Ethics
2xxxx	Elective 1
2xxxx	Elective 2
2xxxx	Elective 3

¹ Fast-track studies undertaken during Summer session.

Semester 4

22320	Accounting for Business Combinations
22420	Accounting Standards and Regulations
79014	Company Law
2xxxx	Elective 4
2xxxx	Elective 5

Semester 5 – Industry Experience

22532	Auditing Project
22677	Capstone Project: Financial Strategy and Leadership

Semester 6

22520	Corporate Reporting: Professional and Conceptual Issues
	<i>or</i>
22319	Financial Statement Analysis
79017	Revenue Law (Bus)
2xxxx	Elective 6
2xxxx	Elective 7
2xxxx	Elective 8

Professional recognition

Students successfully completing the Bachelor of Accounting will have satisfied the Accounting major educational requirements for undergraduate membership of both CPA Australia and The Institute of Chartered Accountants in Australia.

Students should note that CPA Australia will not, in principle, accept a Conceded Pass in subjects required by them. However, CPA Australia will now accept a Conceded Pass in a first- or second-year subject, provided that a further subject in the same subject area has been passed. Further information can be obtained from CPA Australia.

Other information

Further details are available from the Office of Cooperative Education, School of Accounting; telephone (02) 9514 3579

www.bus.uts.edu.au/acct/bacc/

Bachelor of Accounting (Honours)

- ✦ Course code: BA04
 - ✦ Testamur title: Bachelor of Accounting (Honours)
 - ✦ Abbreviation: BAcc(Hons)
 - ✦ Course fee: HECS (local)¹
-

Graduates of the Bachelor of Accounting may undertake an Honours program with specialisation in Accounting or Finance. The minimum duration of the Honours program is one year (two semesters) full time and two years (four semesters) part time.

¹ This course is not offered to international students.

Bachelor of Arts in Human Movement Studies

- ✦ Course code: BL12
 - ✦ UAC code: 600040
 - ✦ Testamur title: Bachelor of Arts in Human Movement Studies
 - ✦ Abbreviation: BA
 - ✦ Course fee: HECS (local)
\$6,500 per semester (international)
-

The Bachelor of Arts in Human Movement Studies was developed as a result of the significant demand for professionals able to provide physical activity services to all sectors of the community.

The course provides students with a strong understanding of the processes and mechanisms underlying human movement, and with the knowledge and skills necessary to manage and plan human movement activities in leisure and education contexts. The course will provide graduates with the necessary skills to gain initial employment in the human movement field as well as the analytical skills necessary for critical appraisal of developments in the field.

The program not only provides a substantial academic and professional grounding in human movement, but it also allows students to focus on a particular aspect of the field through specialisations in human movement science, fitness management, sports management and outdoor education.

Admission requirements

Admission to the Bachelor of Arts in Human Movement Studies is available to students who have completed their secondary education in NSW and gained the Higher School Certificate, or the equivalent qualification from another State, **and** mature-age persons where preference will be given to people with vocational experience in the broad human movement field.

Advanced standing

After admission to the School, students may apply for advanced standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of advanced standing in a subject successfully completed at another institution.

Attendance

Students are required to attend evening classes as part of their program of study.

The course is offered at Kuring-gai campus only.

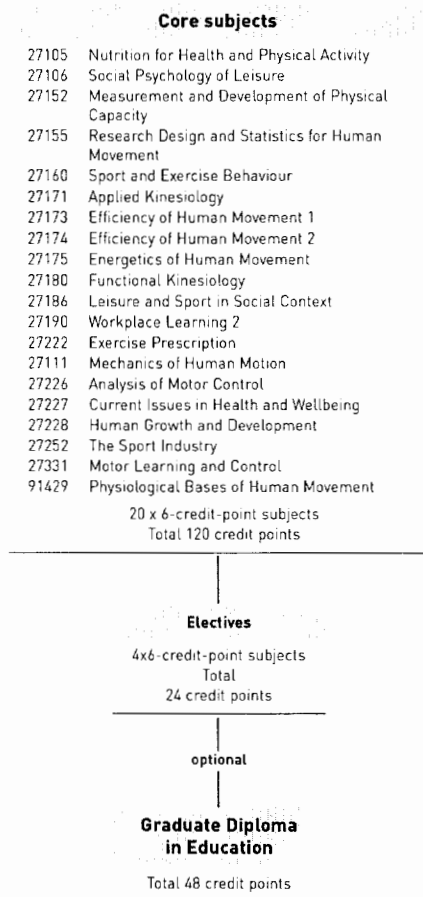
Course duration

The Bachelor of Arts in Human Movement Studies is taught on a full-time basis only. The normal time for completion of requirements is three years (six semesters).

Course structure

Students must complete at least 144 credit points over 24 subjects, consisting of 20 core subjects and four elective subjects.

Course diagram



Course program

Semester 1

- 27228 Human Growth and Development
- 27180 Functional Kinesiology
- 91429 Physiological Bases of Human Movement
- 27111 Mechanics of Human Motion

Semester 2

- 27171 Applied Kinesiology
- 27106 Social Psychology of Leisure
- 27152 Measurement and Development of Physical Capacity
- 27186 Leisure and Sport in Social Context

Semester 3

- 27252 The Sport Industry
- 27155 Research Design and Statistics for Human Movement
- 27160 Sport and Exercise Behaviour
- 27226 Analysis of Motor Control

Semester 4

- 27227 Current Issues in Health and Wellbeing
- 27175 Energetics of Human Movement
- 27105 Nutrition for Health and Physical Activity
- 2xxxx Elective 1
- or*
- 27149 Performance Studies 1: Motor Development (Gymnastics and Dance)

Semester 5

- 27173 Efficiency of Human Movement 1
- 27331 Motor Learning and Control
- 27190 Workplace Learning 2
- 2xxxx Elective 2
- or*
- 27249 Performance Studies 2: Preparation for Performance (Sport)

Semester 6

- 27222 Exercise Prescription
- 27174 Efficiency of Human Movement 2
- 27190 Workplace Learning 2 (cont.)
- 2xxxx Elective 3
- or*
- 27349 Performance Studies 3: Skills Analysis (Track and Field and Swimming)
- 2xxxx Elective 4
- or*
- 27449 Performance Studies 4: Skill Acquisition (Sport)

Electives

Students choose four electives, appropriate to their chosen career, to complement the core subjects in the degree. Students studying to be a physical education teacher must take the Performance Studies subjects as electives. The following is a sample of available electives:

- 27149 Performance Studies 1: Motor Development (Gymnastics and Dance)
- 27249 Performance Studies 2: Preparation for Performance (Sport)
- 27349 Performance Studies 3: Skills Analysis (Track and Field and Swimming)
- 27449 Performance Studies 4: Skill Acquisition (Sport)
- 27608 Prevention and Care of Athletic Injuries
- 27178 Exercise Rehabilitation
- 27176 Environmental Influences in Sport and Exercise Performance

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts in Human Movement Studies, Graduate Diploma in Education

- ◆ Course code: BL14
 - ◆ UAC code: 600050
 - ◆ Testamur title: Bachelor of Arts in Human Movement Studies
Graduate Diploma in Education
 - ◆ Abbreviation: BA GradDipEd
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

Overview

This course is offered jointly by the Faculty of Business and the Faculty of Education. The first three years of the degree run concurrently with the Bachelor of Arts in Human Movement Studies and the fourth year runs concurrently with the Graduate Diploma in Education.

The course is designed for students wishing to undertake a career in the teaching of personal development, health and physical education. Graduates find employment in both private and public schools.

Admission requirements

Admission to the Graduate Diploma in Education may be subject to a quota and therefore offered on merit.

Course duration

The Bachelor of Arts in Human Movement Studies, Graduate Diploma in Education is a four-year, full-time course.

Course program

The course program for Years 1–3 is described under the entry for BL12, see page 62.

Year 4, Graduate Diploma in Education

Semester 1

- 027001 Learning in Personal Development, Health and Physical Education (FY)
- 023001 Psychology of Secondary Students
- 023002 Meeting Special Needs in the Secondary School
- 023191 Secondary Practicum 1

Semester 2

- 027001 Learning in Personal Development, Health and Physical Education (FY) (cont.)
- 023192 Secondary Practicum 2
- 023003 The Secondary School: Social Bases and Critical Issues

Professional recognition

The degree is fully recognised by the NSW Department of Education and Training.

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts in Leisure Management

- ✦ Course code: BL10
 - ✦ UAC code: 600060
 - ✦ Testamur title: Bachelor of Arts in Leisure Management
 - ✦ Abbreviation: BA
 - ✦ Course fee: HECS (local)
\$6,500 per semester (international)
-

The Bachelor of Arts in Leisure Management provides students with the knowledge and professional skills necessary to operate within the leisure industry. Graduates of this program develop theoretical knowledge and skills relevant to the organisation, research, planning, administration, marketing and equitable distribution of leisure services. The degree prepares graduates for employment in various leisure industry sectors including event management; venue and facility management; sport management; recreation planning and management; tourism management and natural resource management.

Admission requirements

Admission to the Bachelor of Arts in Leisure Management is available to students who have completed their secondary education in NSW and gained the Higher School Certificate, or the equivalent qualification from another State or country, **and** mature-age persons where preference will be given to people with vocational experience or tertiary study in leisure or a related field.

Advanced standing

An applicant who presents qualifications additional to those required for admission may be granted advanced standing. It is anticipated that applications for advanced standing will come from the following sources:

1. students who have completed appropriate TAFE qualifications (either at TAFE NSW or at an interstate institution)
2. students who may have completed part of a Bachelor's degree program in leisure or recreation or related area of study at another institution, or
3. students who have been employed in the leisure field either in a formal capacity or by way of voluntary endeavour for a substantial period of time.

Applications for advanced standing are considered individually on their merits and students will be expected to provide supporting documentation. The granting of credit depends upon the degree of similarity to the nominated UTS equivalent subjects, the level at which the subject was completed, and the length of time elapsed since completion of the subject or attainment of experience.

Attendance

Full-time students should be aware that they are required to attend evening classes as part of their program of study.

The Bachelor of Arts in Leisure Management is offered at Kuring-gai campus only.

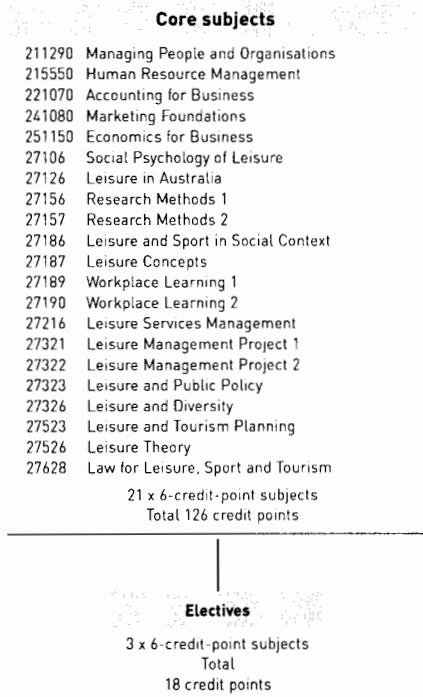
Course duration

The Bachelor of Arts in Leisure Management course is taught on a full-time basis. The normal time for completion is three years (six semesters). In special circumstances, the Faculty Board may grant an extension of time to complete.

Course structure

All students must complete at least 144 credit points covering 24 subjects, consisting of 21 core and three elective subjects (see diagram).

Course diagram



Course program

Semester 1

27126 Leisure in Australia
211290 Managing People and Organisations
27187 Leisure Concepts
241080 Marketing Foundations

Semester 2

215550 Human Resource Management
27106 Social Psychology of Leisure
27189 Workplace Learning 1
251150 Economics for Business
27186 Leisure and Sport in Social Context

Semester 3

27216 Leisure Services Management
27189 Workplace Learning 1 (cont.)
27326 Leisure and Diversity
27156 Research Methods 1
2xxxx Elective 1

Semester 4

27323 Leisure and Public Policy
221070 Accounting for Business
27157 Research Methods 2
2xxxx Elective 2

Semester 5

27523 Leisure and Tourism Planning
27526 Leisure Theory
27321 Leisure Management Project 1
27190 Workplace Learning 2

Semester 6

27628 Law for Leisure, Sport and Tourism
27322 Leisure Management Project 2
27190 Workplace Learning 2 (cont.)
2xxxx Elective 3

Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure, Sport and Tourism. Approval for electives outside the School of Leisure, Sport and Tourism should be sought from the Undergraduate Program Director.

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts in Sport and Exercise Management

- ◆ Course code: BL20
- ◆ UAC code: 600045
- ◆ Testamur title: Bachelor of Arts in Sport and Exercise Management
- ◆ Abbreviation: BA
- ◆ Course fee: HECS (local)
\$6,500 per semester (international)

The Bachelor of Arts in Sport and Exercise Management focuses on the preparation of graduates who possess a sound knowledge of the biophysical, behavioural and socio-cultural foundations of sport and exercise, combined with a range of management skills and knowledge increasingly necessary in sport and exercise professions. Graduates possess knowledge and skills in the management of individual sport and exercise experiences and in the management of facilities and resources.

Career opportunities in a management context exist in sports marketing and management, fitness and corporate health, health promotion, facility management, sports coaching, sport development, sports science, team conditioning, exercise therapy, health and outdoor education.

Admission requirements

Admission to the Bachelor of Arts in Sport and Exercise Management is available to students who have completed their secondary education in NSW and gained the Higher School Certificate, or the equivalent qualification from another State, **and** mature-age persons where preference will be given to people with vocational experience in sport or a related field.

Advanced standing

After admission to the School, students may apply for advanced standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of advanced standing in a subject successfully completed at another institution.

Attendance

Students are required to attend some evening classes as part of their program of study.

The course is offered at Kuring-gai campus only.

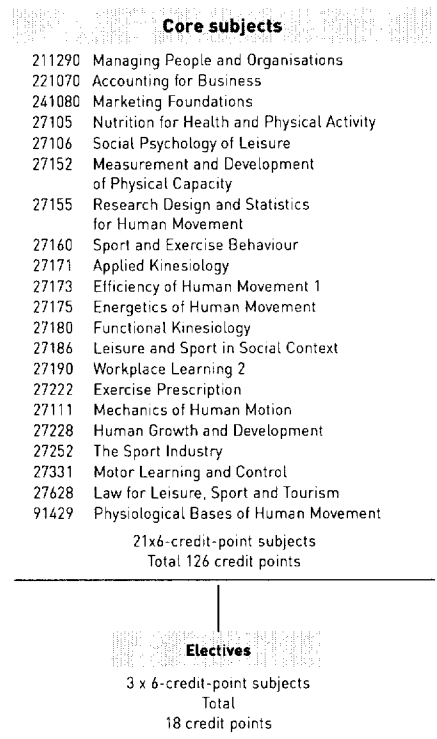
Course duration

The Bachelor of Arts in Sport and Exercise Management is taught on a full-time basis only. The normal time for completion of requirements is three years (six semesters).

Course structure

Students must complete at least 144 credit points over 24 subjects, consisting of 21 core subjects and three elective subjects.

Course diagram



Course program

Semester 1

- 27228 Human Growth and Development
- 27180 Functional Kinesiology
- 91429 Physiological Bases of Human Movement
- 27111 Mechanics of Human Motion

Semester 2

- 27171 Applied Kinesiology
- 27106 Social Psychology of Leisure
- 27186 Leisure and Sport in Social Context
- 27152 Measurement and Development of Physical Capacity

Semester 3

27252	The Sport Industry
27155	Research Design and Statistics for Human Movement
241080	Marketing Foundations
27160	Sport and Exercise Behaviour

Semester 4

221070	Accounting for Business
27175	Energetics of Human Movement
27105	Nutrition for Health and Physical Activity
211290	Managing People and Organisations

Semester 5

27173	Efficiency of Human Movement 1
27331	Motor Learning and Control
27190	Workplace Learning 2
2xxxx	Elective 1

Semester 6

27222	Exercise Prescription
27628	Law for Leisure, Sport and Tourism
27190	Workplace Learning 2 (cont.)
2xxxx	Elective 2
2xxxx	Elective 3

Electives

Students choose three electives to complement the core subjects in the degree. It is recommended that students choose a set of electives aimed at building a specialisation in a specific area. The following is a sample of available electives:

27161	Sport Marketing
27316	Leisure and Fitness Centre Operators
27168	Gender and Sport

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts in Tourism Management

- ◆ Course code: BL11
 - ◆ UAC code: 600070
 - ◆ Testamur title: Bachelor of Arts in Tourism Management
 - ◆ Abbreviation: BA
 - ◆ Course fee: HECS (local) \$6,500 per semester (international)
-

The Bachelor of Arts in Tourism Management provides students with a strong understanding of the distinctive features of tourism and the tourism industry, with the knowledge and range of skills that provide the flexibility to manage effectively in an environment of significant growth and change. The program also develops students' understanding of tourism as an increasingly important social phenomenon, in order to foster an appropriately critical approach to this field of study. The Bachelor of Arts in Tourism Management is distinctive in five respects:

1. It follows a broad and holistic approach to the study of tourism. Explicit coverage is given to all essential elements of the tourism phenomenon (including those that are non-industrial), and to the environments with which tourism interacts.
2. The program is interdisciplinary, making use of systems theory to create a framework for subsequent interdisciplinary description, analysis and inquiry.
3. The program gives full coverage to all of the tourism industry's sectors. The level and breadth of this approach enables students to develop a comprehensive awareness and understanding of tourism system elements and the tourism industry sector's significant interrelationships. Within this approach, students are free to choose whether or not to specialise in any particular industry sector or other aspect of tourism.
4. It has a practical hands-on industry operations component. This takes the form of a two-subject module with students choosing either the Hospitality Operations module or the Travel and Tourism operations module.
5. It has an industry experience component that includes a minimum of 10 weeks of work experience during the course.

Students are required to carry out a major industry-related management project. These features ensure the program's tourism industry relevance.

Admission requirements

Admission to the Bachelor of Arts in Tourism Management is available to students who have completed their secondary education in NSW and gained the Higher School Certificate, or the equivalent qualification from another State, and mature-age persons where preference will be given to people with vocational experience in tourism or a related field.

Advanced standing

After admission to the Faculty, students may apply for advanced standing in subjects in which they consider themselves eligible. Equivalence of subject matter is the main criterion for the award of advanced standing in a subject successfully completed at another institution.

Attendance

Students are required to attend some evening classes as part of their program of study.

In addition, students will be required to undertake a minimum of 10 weeks' industry-related work experience during the course.

The course is offered at Kuring-gai campus only.

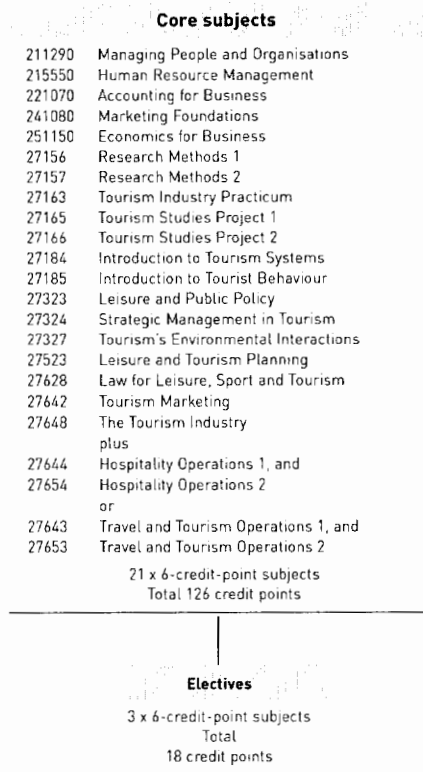
Course duration

The Bachelor of Arts in Tourism Management is taught on a full-time basis only. The normal time for completion of requirements is three years (six semesters).

Course structure

Students must complete at least 144 credit points, consisting of 21 core subjects and three elective subjects.

Course diagram



Course program

Semester 1

27184 Introduction to Tourism Systems
 27648 The Tourism Industry
 251150 Economics for Business
 241080 Marketing Foundations

Semester 2

211290 Managing People and Organisations
 221070 Accounting for Business
 plus
 27644 Hospitality Operations 1
 and
 27654 Hospitality Operations 2
 or
 27643 Travel and Tourism Operations 1
 and
 27653 Travel and Tourism Operations 2

Semester 3

27327 Tourism's Environmental Interactions
 27185 Introduction to Tourist Behaviour
 27156 Research Methods 1
 27163 Tourism Industry Practicum

Semester 4

27323	Leisure and Public Policy
27642	Tourism Marketing
27157	Research Methods 2
215550	Human Resource Management

Semester 5

27523	Leisure and Tourism Planning
27165	Tourism Studies Project 1
2xxxx	Elective 1
2xxxx	Elective 2

Semester 6

27324	Strategic Management in Tourism
27166	Tourism Studies Project 2
27628	Law for Leisure, Sport and Tourism
27163	Tourism Industry Practicum (cont.)
2xxxx	Elective 3

Electives

Students are given the opportunity to choose electives from the School, Faculty or wider University. In special circumstances, students may complete electives at a university other than UTS. This option must be approved by the Undergraduate Programs Director. The electives offered by the School with specific relevance to this course include: Transportation in Tourism; Ecotourism; Events Management; Outdoor Education 1 and 2; and Tourism Recreation and Protected Areas 1 and 2.

In addition, students may choose from the core within the Bachelor of Arts in Leisure Management and Bachelor of Arts in Human Movement Studies programs, subject to meeting prerequisite requirements.

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts (Honours)**Leisure Management**

-
- ◆ Course code: BL13
 - ◆ Testamur title: Bachelor of Arts (Honours) in Leisure Management
 - ◆ Abbreviation: BA(Hons)
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

Tourism Management

-
- ◆ Course code: BL19
 - ◆ Testamur title: Bachelor of Arts (Honours) in Tourism Management
 - ◆ Abbreviation: BA(Hons)
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

Human Movement Studies

-
- ◆ Course code: BL18
 - ◆ Testamur title: Bachelor of Arts (Honours) in Human Movement Studies
 - ◆ Abbreviation: BA(Hons)
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

The Faculty of Business offers an Honours program designed to provide students with the resources to further develop and apply their research skills and to pursue special areas of interest in depth.

Course aims

The Honours program aims to:

1. develop, at an advanced undergraduate level, knowledge of leisure, tourism or human movement through the medium of research
2. facilitate the completion of a substantive research thesis which focuses on theory, applied/professional issues or some combination of these
3. provide a direct pathway to graduate level study, and
4. make contributions to knowledge in the field of leisure, tourism management or human movement.

Admission requirements

Admission to the Honours program is open to students who have successfully completed

the BA in Leisure Management, the BA in Tourism Management or the BA in Human Movement Studies, and who have maintained a Credit average or better in the final two full-time semesters. Graduates from other institutions who have completed a comparable course and who meet the academic criteria will be considered for admission. Final selection will be based on academic merit.

Entry by professional experience

In exceptional cases, consideration will be given to applicants who have completed the BA in Leisure Management, the BA in Tourism Management or the BA in Human Movement Studies at Pass level. These applicants may, within a period of three calendar years from their graduation, apply for admission to the Honours program. In such cases, where applicants may not have fully met the criteria listed above, outstanding professional achievements will be taken into account. Each particular application in this category will be considered on its merits.

Attendance

The Honours program is offered only at Kuring-gai campus.

Course duration

The Honours component of the Bachelor of Arts program will normally be completed in one year (two semesters) full time or two years (four semesters) part time.

Course structure

All students must complete three coursework subjects, each worth six credit points, and a major thesis of 30 credit points, totalling 48 credit points. Coursework subjects include Advanced Research Methods for Leisure and Tourism and two elective subjects.

The precise nature of each student's program will be determined in consultation with the Honours Course Coordinator. The aim will be to choose those subjects that will facilitate completion of the Honours Research Thesis.

Electives

1. 27154 Readings for Thesis may be substituted with an elective subject with the approval of the Course Coordinator.
2. Both elective subjects may be completed in the first semester.

3. Electives must be chosen from subjects available in the Master of Management programs of the School of Leisure, Sport and Tourism.
4. Students may choose other graduate level or senior undergraduate level subjects as electives with the approval of the Course Coordinator. These subjects may be taken from other Schools of the Faculty or elsewhere in the University.

Course program

Typical full-time program

Semester 1

27941	Advanced Research Methods for Leisure and Tourism
27690	Honours Thesis
27154	Readings for Thesis
	<i>or</i>
2xxxx	Elective 1

Semester 2

27690	Honours Thesis (cont.)
2xxxx	Elective 2

Typical full-time program

Semester 1

27941	Advanced Research Methods for Leisure and Tourism
27154	Readings for Thesis
	<i>or</i>
2xxxx	Elective 1

Semester 2

27690	Honours Thesis
2xxxx	Elective 2

Semester 3

27690	Honours Thesis (cont.)
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Semester 4

27690	Honours Thesis (cont.)
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Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Management in Tourism and Hospitality

- ◆ Course code: BL22
 - ◆ UAC code: tba
 - ◆ Testamur title: Bachelor of Management in Tourism and Hospitality
 - ◆ Abbreviation: BM
 - ◆ Course fee: HECS (local)
\$6,500 per semester (international)
-

Overview

The Bachelor of Management in Tourism and Hospitality is a pathway program developed in conjunction with TAFE NSW. The UTS component of the course seeks to build on the vocational skills and knowledge acquired by students in the hospitality management courses offered by TAFE NSW. The course will broaden students' understanding of the role played by the hospitality sector in the tourism product. In particular it will highlight the tourism related environmental factors that influence and are affected by hospitality operations. Further, it will explore the collaborative linkages and networks that are an integral part of the tourism industry and which need to be managed so that a hospitality organisation achieves its stated objectives. Finally, strategies to ensure the sustainability of a destination's tourism product and marketing/management effort are highlighted.

Admission requirements

The general admission requirement is the successful completion of the Diploma in Hospitality (Management) from TAFE NSW at Credit level or higher. Overseas full-fee-paying students will be admitted through the International Programs Office at UTS provided they also meet the English language requirements that are applicable for entry into all UTS courses. HECS applicants will be assessed as non-recent school leaver (NRSL) students through the normal UAC procedures.

Course duration

The course is one-and-a-half years, full-time at UTS, following completion of the Diploma in Hospitality (Management) from TAFE NSW prior to entry.

Course structure

Students from the Diploma in Hospitality (Management) will receive a 'block' exemption of 72 credit points for their hospitality studies. Completion of a further 72 credit points, 12 subjects from the existing Bachelor of Arts in Tourism Management, will lead to the award. It should be noted that students will not be receiving exemption from the first half of the BATM. Rather the TAFE component in hospitality management forms the first half of what is in effect a combined award. The subjects and their sequence for the UTS component is outlined below.

Course program

Semester 1

27184	Introduction to Tourism Systems
27648	The Tourism Industry
27156	Research Methods
27327	Tourism's Environmental Interactions

Semester 2

27642	Tourism Marketing
27324	Strategic Management in Tourism
27157	Research Methods 2
xxxxx	Elective

Semester 3

27185	Introduction to Tourist Behaviour
27523	Leisure and Tourism Planning
27765	Tourist Event Management
xxxxx	Elective

Other information

Further information is available from the School of Leisure, Sport and Tourism on telephone (02) 9514 5497.

Bachelor of Arts in Adult Education and Community Management (Aboriginal and Torres Strait Islander Program)

- ◆ Course code: B009
- ◆ Testamur title: Bachelor of Arts in Adult Education and Community Management
- ◆ Abbreviation: BA
- ◆ Course Coordinator: Sonya Pearce
- ◆ Course fee: HECS (local)¹

Overview

This course addresses the professional development needs of indigenous people involved in community education and the management of community-based organisations.

The course provides an understanding of the context of community and non-profit organisations, and the theoretical frameworks underpinning the role of these organisations in the political and economic environment. Key concepts are introduced and students are assisted in situating their organisations and interests within the wider environments in which they operate.

Admission requirements

The course assumes a basic familiarity with nonprofit and community organisations that require applicants to have been involved in the sector for a minimum of one year in either a paid or unpaid capacity. As a consequence, all students enter as mature age students. Course entry is not based on UAI.

Students who have completed the TAFE Advanced Certificate in Community Management in the three years prior to entry to this course are eligible to apply for a block of exemptions that includes up to three subjects. Students should provide a TAFE Statement of Attainment attached to an Application for Exemption form.

Attendance

Subjects are run in block release format requiring students to attend for a week or two weeks at a time.

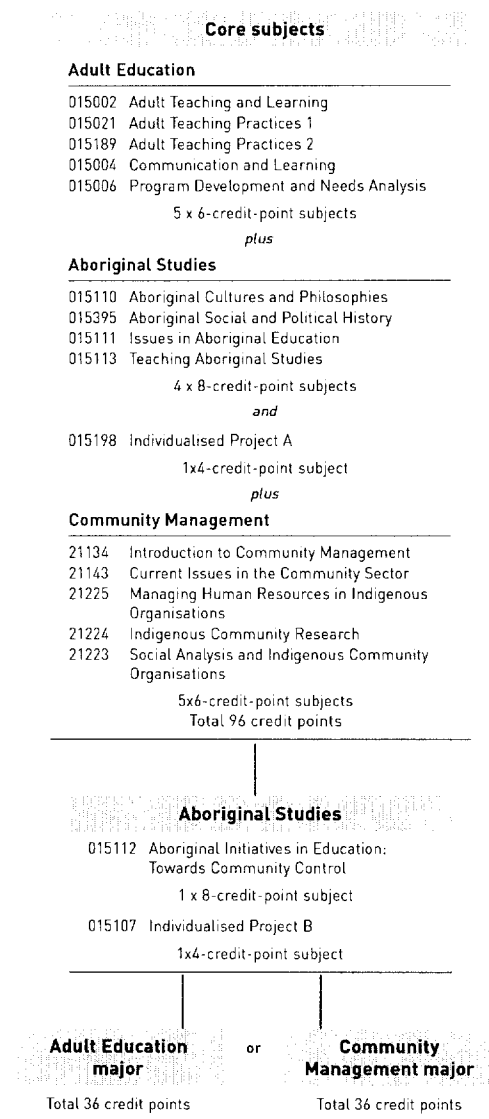
Course duration

The course is completed in three years of full-time, or six years of part-time study.

Course structure

The Bachelor of Arts in Adult Education and Community Management comprises 144 credit points. An Advanced Diploma may be awarded to students on exit after two years, full-time study (96 credit points) or longer if part time.

Course diagram



¹ This course is not offered to international students.

Adult Education major

- 015004 Communication and Learning
- 015003 Portfolio Development
- 015007 Adult Learning in Social Context
- 015033 Program Planning in Community Settings
- 015009 Analysing Current Issues in Australian Education
- 015011 Research Inquiry

Community Management major

- 21184 Government and Community Sector
- 22107 Accounting and Business
- 79404 Law for Third Sector Managers
- 21185 Social Change and Community Practice
- 21140 Monitoring Organisational Performance
- 21183 Funds Development

Other information

Further information is available from Sonya Pearce, Indigenous Programs Coordinator:
 telephone (02) 9514 3774
 email Sonya.Pearce@uts.edu.au

COMBINED COURSES**Bachelor of Business,
Bachelor of Laws**

- ◆ Course code: LL02
 - ◆ UAC code: 609010
 - ◆ Testamur titles: Bachelor of Business
Bachelor of Laws
 - ◆ Abbreviation: BBus LLB
 - ◆ Course fee: HECS (local)
\$7,000 per semester (international)
-

Overview

The Bachelor of Business, Bachelor of Laws program is offered jointly by the Faculty of Business and the Faculty of Law and is awarded with two testamurs. The program is administered by the Faculty of Law. For contact details, refer to 'Other information' at the end of this course entry. The program provides full-time study for students wishing to obtain a professional qualification that satisfies the academic requirements of the Supreme Court of NSW for admission as a legal practitioner, and seeking a business qualification at the same time.

Admission requirements

Local students are required to apply for admission through the NSW Universities Admissions Centre (UAC). For school leavers, admission is based on UAI scores. Non-recent School Leavers should apply through UAC in addition to sending a Personal Statement to UTS. Applications are taken from August to end of October each year. Considerations for admission as a Non-recent School Leaver takes into account the following:

- English proficiency and written expression
- previous legal study
- tertiary study
- legal experience or employment
- motivation and the reason for wanting to study law (and other discipline in the case of a combined or double degree)
- commitment to study law, and
- supporting material such as professional and personal references and/or letter of employer's support.

International students should contact the UTS International Programs Office (IPO) for application procedures. In addition to academic

requirements, students are required to meet English language proficiency requirements. Subject to an agreed quota, students who have completed the first or second year of the Bachelor of Business or Bachelor of Laws course with an average mark at Distinction level may apply to transfer to the BBus LLB course.

Course duration

The course is of five years' duration undertaken on a full-time basis. The Law component may require attendance at evening classes.

Course structure

The Bachelor of Business, Bachelor of Laws program comprises 240 credit points. All students must complete 14 core law subjects and 12 core business subjects, plus a business major, four law elective subjects, and either an additional four law electives, or Practical Legal Training.

Bachelor of Business, Bachelor of Laws students must complete a total of 96 credit points of Faculty of Business subjects plus 48 credit points of Bachelor of Law subjects to be eligible for graduation from the Bachelor of Business.

After successful completion of the program, the students are awarded two testamurs, i.e. BBus and LLB. The LLB component may be awarded with First or Second Class Honours.

Law component

The Law component allows students to complete Practical Legal Training (24 credit points) as elective subjects within the LLB and by undertaking a concurrent Graduate Certificate of Legal Practice (12 credit points), all under HECS arrangements. Upon completion of their degree, students will then complete 16 weeks of practical experience as part of the concurrent Graduate Certificate in Legal Practice. Students are also able to complete up to one half of their practical experience requirements (i.e. maximum eight weeks) up to one year prior to their commencement of Practical Legal Training. Approval for any practical experience placement must be obtained in advance from the Faculty of Law's Practical Experience Committee. This component is offered face-to-face or by distance in full-time and part-time mode.

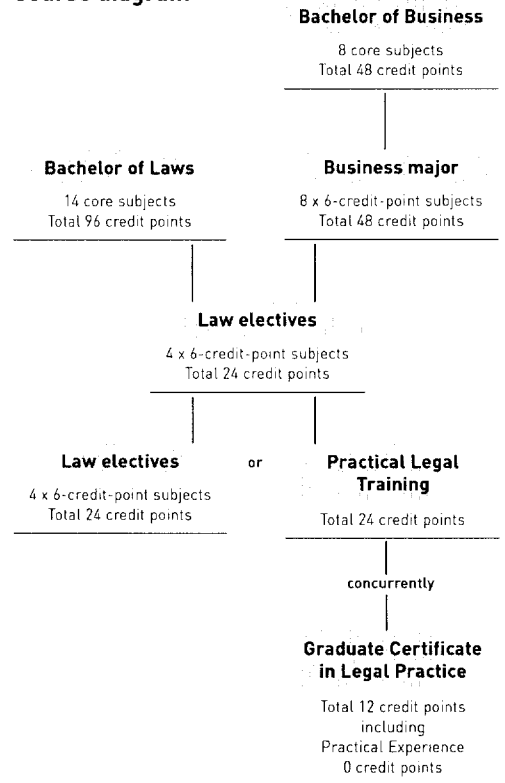
Alternatively, students may choose to complete their undergraduate degree from the choice of electives and delay Practical Legal Training, or even forego such studies completely. Students who decide on this latter option must realise that, under the current rules of the Legal Practitioners Admission Board (LPAB), upon graduation they will not be able to practise as a solicitor or barrister in NSW unless they are able to demonstrate substantial legal experience to the satisfaction of the LPAB.

Business component

In the Business component, students have the option to major in Accounting, Banking, Economics, Electronic Business, Finance, International Business, Management, Marketing, Sport Management, or Tourism. The Information Technology major is not available to students in this program.

Course program

Course diagram



Stage 1

22107	Accounting for Business
21129	Managing People and Organisations
25115	Economics for Business
79203	Business Law and Ethics

Stage 2

70113	Legal Process and History
70105	Legal Research
24108	Marketing Foundations

Stage 3

70217	Criminal Law
70211	Law of Contract
26133	Business Information Analysis
2xxxx	Business core elective 1

Stage 4

70311	Law of Tort
70616	Federal Constitutional Law
2xxxx	Business core elective 2

Stage 5

70317	Real Property
70318	Personal Property
2xxxx	Business major 1
2xxxx	Business major 2

Stage 6

70617	Administrative Law
76xxx	Law elective 1
76xxx	Law elective 2
2xxxx	Business major 3

Stage 7

70417	Corporate Law
70516	Equity and Trusts
71005	Practice and Procedure
2xxxx	Business major 4

Stage 8

71216	Law of Evidence
71116	Remedies
76xxx	Law elective 3
2xxxx	Business major 5

Stage 9

2xxxx	Business major 6
2xxxx	Business major 7
2xxxx	Business major 8
76xxx	Law elective 4

Stage 10

Practical Legal Training
or
 Four Law electives

Other information

Students should contact the Faculty of Law Student Office on telephone (02) 9514 3444 regarding academic and administrative matters for this course.

Note: Students undertaking the Accounting major must complete Stream 1 within that major. The subject 76212 Revenue Law (LLB) must be taken in the Accounting concentration.

Bachelor of Engineering, Bachelor of Business

- ◆ Course code: E005
 - ◆ UAC code: 609350
 - ◆ Testamur titles: Bachelor of Engineering
Bachelor of Business
 - ◆ Abbreviation: BE BBus
 - ◆ Course fee: HECS (local)
\$8,000 per semester (international)¹
-

Overview

This program, offered jointly by the Faculty of Engineering and the Faculty of Business, leads to a combined degree (two testamurs): Bachelor of Engineering, Bachelor of Business. The program is administered by the Faculty of Engineering. For contact details, refer to 'Other information' at the end of this course entry.

The course provides students with the opportunity of completing the core and major components of both the engineering and business degrees. In addition, the course includes a semester-length work experience component.

Graduates with this combination of qualifications can expect to have a wide range of career opportunities spanning the two disciplines. Obvious opportunities exist for graduates in the application of advanced technology in commercial settings to enhance business competitiveness. Other attributes of engineering graduates such as a systems perspective and skill in the use of quantitative modelling techniques will provide further business career opportunities. For graduates choosing to practice as engineers, the business knowledge will prove invaluable in providing a sound foundation for entrepreneurial initiatives and the commercialisation of engineering innovations.

Admission requirements

Students normally enter this course directly from high school.

To be admitted to this combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the Bachelor of Business single degree program.

Students wishing to transfer from the combined degree program to the Bachelor of Business single degree program, and whose UAI is less than the current entry rank for the Bachelor of Business, will be required to apply for admission through the UAC in the Non-recent School Leaver category.

Course duration

The program is offered on a five-year, full-time basis.

Students can gain the awards Bachelor of Engineering, Bachelor of Business, Diploma in Engineering Practice by undertaking one further semester of integrated work experience.

Course structure

Engineering component

Students undertake the engineering degree in any of the majors on offer, provided the UAI requirement for the selected major is met (presently Civil, Civil and Environmental, Computer Systems, Construction, Electrical, Mechanical, Mechanical and Mechatronic, Software or Telecommunications).

Business component

Students undertake the business degree with selected majors in Accounting, Banking, Economics, Electronic Business, Finance, International Business, Management, Marketing, Sport Management, or Tourism. The Information Technology major is not available to students in this program.

Other information

Students should contact the Faculty of Engineering Undergraduate and Postgraduate Office (UPO) on telephone (02) 9514 2666 regarding academic and administrative matters for this course.

¹ \$5,000 per semester during Engineering Internship.

Course program

Standard program

Subject number	Subject name
Semester 1	
48210	Engineering for Sustainability
33130	Mathematical Modelling 1
68037	Physical Modelling
48xxx	Introduction to xxxxx ¹
Semester 2	
25115	Economics for Business
48221/2	Informatics
33230	Mathematical Modelling 2
	Two fields of practice subjects ²
Semester 3	
48230	Engineering Communication
24108	Marketing Foundations
79203	Business Law and Ethics
22107	Accounting for Business
Semester 4	
48240	Uncertainties and Risks in Engineering
	Three fields of practice subjects
2xxxx	Business core elective 1 ³
Semester 5	
48260	Engineering Management
	Three fields of practice subjects
2xxxx	Business core elective 2 ³
Semester 6	
48121	Engineering Practice Preview 1
	Two fields of practice subjects
2xxxx	Business core elective 3
2xxxx	Business major 1
Semester 7	
	Engineering experience semester
Semester 8	
48122	Engineering Practice Review 1
	Two fields of practice subjects
2xxxx	Business major 2
2xxxx	Business major 3
Semester 9	
	Three fields of practice subjects
2xxxx	Business major 4
2xxxx	Business major 5
Semester 10	
	Capstone Project
2xxxx	Business major 6
2xxxx	Business major 7
2xxxx	Business major 8

¹ Students must enrol in the subject which corresponds to their major.

² Students must complete 15 of the fields of practice subjects specific to their chosen Engineering major.

³ Students must choose from 22207, 25300, 21128 and 21193.

Bachelor of Engineering, Bachelor of Business, Diploma in Engineering Practice

- ◆ Course code: E008
- ◆ Testamur titles: Bachelor of Engineering
Bachelor of Business
Diploma in Engineering Practice
- ◆ Abbreviation: BE BBus DipEngPrac
- ◆ Course fee: HECS (local)
\$8,000 per semester (international)¹

Overview

This course (two testamurs) is essentially the same as the Bachelor of Engineering, Bachelor of Business double degree described previously with the addition of a second engineering internship and portfolio.

Course duration

The standard course can be completed full time in five-and-a-half years.

Course structure

The Bachelor of Engineering, Bachelor of Business, Diploma in Engineering Practice program requires a total of 252 credit points of academic subjects, including the engineering internship component.

¹ \$5,000 per semester during Engineering Internships.

Bachelor of Science, Bachelor of Business

- ◆ UTS course code: N006
- ◆ UAC code: 609170
- ◆ Testamur titles: Bachelor of Science
Bachelor of Business
- ◆ Abbreviation: BSc BBus
- ◆ Course Director: Associate Professor Rod
Buckney
- ◆ Course fee: HECS (local)
\$7,500 per semester (international)

Bachelor of Medical Science, Bachelor of Business

- ◆ UTS course code: N007
- ◆ UAC code: 609175
- ◆ Testamur titles: Bachelor of Medical Science
Bachelor of Business
- ◆ Abbreviation: BMedSc BBus
- ◆ Course Director: Associate Professor Graham
Nicholson
- ◆ Course fee: HECS (local)
\$7,500 per semester (international)

Bachelor of Biotechnology, Bachelor of Business¹

- ◆ UTS course code: N013
- ◆ UAC code: 609170
- ◆ Testamur titles: Bachelor of Biotechnology
Bachelor of Business
- ◆ Abbreviation: BBiotech BBus
- ◆ Course Director: Associate Professor Kevin
Broady
- ◆ Course fee: HECS (local)
\$7,500 per semester (international)

Overview

The Faculty of Science, in collaboration with the Faculty of Business, offers combined degree programs in Science, Medical Science or Biotechnology and Business (two testamurs) designed to produce graduates who are well prepared for scientific practice in technically-oriented businesses or who are equipped to enter administration in scientific institutions. The programs are administered by the Faculty of Science. For contact details, refer to 'Other information' at the end of this course entry.

¹ Subject to final approval.

Course aims

These courses are aimed at producing graduates with professional qualifications in science, medical science or biotechnology and in business and who are well prepared to pursue a career in either field. Depending on the science and business disciplines chosen, graduates could find themselves working in commodity and resource trading, the pharmaceutical industry, as scientists in some of the leading consumer goods companies, in health services and management, medical research organisations, industry, hospitals, environmental protection agencies and government.

Admission requirements

Australian students are required to apply for admission through the NSW University Admissions Centre (UAC). For school leavers, admission is based on UAI scores. We recommend that HSC studies include the following subjects: HSC English Advanced, Mathematics, and at least one science subject. Non-recent School Leavers should apply through UAC in addition to submitting a Personal Statement to UTS. Applications are taken from September to December each year.

International students should contact the UTS International Programs Office (IPO) for application procedures. In addition to academic requirements, students are required to meet English language proficiency requirements. Further details are available from IPO.

There is provision for students already enrolled in a Bachelor of Science or a Bachelor of Business degree to transfer to a combined degree program. Students currently enrolled in a Science or Business program are permitted entry to a combined degree program if they meet the entry requirement for a combined degree and/or have demonstrated satisfactory progress in their current program of study.

- To be admitted to this combined degree program, applicants must achieve a UAI rank no lower than five points below the rank for the Bachelor of Business single degree program.
- Students wishing to transfer from the combined degree program to the Bachelor of Business single degree program, and whose UAI is less than the current entry rank for the Bachelor of Business, will be required to apply for admission through the UAC in the Non-Recent School Leaver category.

Advanced standing

UTS recognises prior tertiary level learning, including that from other universities and TAFE. Once a student's application to study has been accepted, they may apply to receive recognition of successful prior learning, and may therefore be able to complete the course in less than the standard time. Applications for credits and exemptions should be made to the Associate Dean (Coursework Programs) in the Faculty of Science.

Attendance

Full-time attendance involves approximately 24 hours each week at the University. Part-time attendance involves approximately 12 hours each week at the University. Part-time students may need to attend Science classes for at least one half-day per week, in addition to evening classes.

Course duration

Each of these combined degree courses is offered over:

- four years, full time
- eight years, part time
- five years, full time with successful completion of the Diploma in Scientific Practice, or
- five years, full time with Honours.

Assessment

Depending on the subjects chosen, students can expect to undergo a variety of assessment types before completion of this course including formal and informal examinations, assignments and essays, practical reports and write-ups, and seminar presentations. Assessment tasks may be based on individual or group work. For further details on individual subjects, see the Subject Descriptions section, or contact the subject's coordinator.

Course structure

Students are required to complete 96 credit points of Science, medical science or biotechnology subjects and to complete 96 credit points of business subjects.

Business component

Business major may be taken in the following areas:

- Accounting
- Banking
- Electronic Business
- Economics
- Finance
- International Business
- Management
- Marketing
- Sport Management
- Tourism.

The Information Technology major is not available to students in these programs.

Science component

Students are required to complete 96 credit points of science subjects focused on a major area of study, or 96 credit points of Medical Science or Biotechnology¹ subjects.

Science majors may be taken in the following areas:

- Applied Chemistry
- Applied Physics
- Biomedical Science
- Earth and Environmental Science
- Environmental Biology
- Environmental and Urban Horticulture
- Nanotechnology.

Completion of a science disciplinary strand is essential, as is the completion of the Business core subjects and a Business major.

¹ Subject to final approval.

Course program

The general pattern of subjects is expected to be as follows, though students who have time-tabling difficulties may apply to vary their program. Students are advised to take the part-time sequence of subjects as recommended above for each science course, though they may enrol in full-time classes in these subjects and are not restricted to the part-time timetable.

Stage 1

Autumn semester

Science foundation subjects	12cp
22107 Accounting for Business	6cp
79203 Business Law and Ethics	6cp

Stage 2*Spring semester*

Science foundation subjects	12cp
21129 Managing People and Organisations	6cp
24108 Marketing Foundations	6cp

Stage 3*Autumn semester*

Science foundation and major subjects	12cp
25115 Economics for Business	6cp
26133 Business Information Analysis	6cp

Stage 4*Spring semester*

Science foundation and major subjects	12cp
Business core elective 1	6cp
Business core elective 2	6cp

Stage 5*Autumn semester*

Science major subjects	12cp
Business major subjects	12cp

Stage 6*Spring semester*

Science major subjects	12cp
Business major subjects	12cp

Stage 7*Autumn semester*

Science major subjects	12cp
Business major subjects	12cp

Stage 8*Spring semester*

Science major subjects	12cp
Business major subjects	12cp

Note: Further details of Business majors available are provided in this handbook.

Honours

The Honours program is designed to introduce students to more advanced coursework and research work in sciences. It allows selected students to continue on with postgraduate studies if desired and enhances their employment prospects. For further information, contact the Course Director.

Professional recognition

Depending on disciplines chosen, students may be eligible for entry to the relevant professional associations.

Other information

All academic and administrative inquiries should be made to:

Associate Dean (Coursework Programs)
Associate Professor Rod Buckney
telephone (02) 9514 4044
fax (02) 9514 4095
email Rod.Buckney@uts.edu.au

COURSES OFFERED IN CONJUNCTION WITH OTHER FACULTIES/INSTITUTES

Business and Computing Science (Double degree)

Bachelor of Business

- ◆ Course codes: B02C (City campus); B02K (Kuring-gai campus)
 - ◆ UAC code: Refer to Bachelor of Business
 - ◆ Testamur title: Bachelor of Business
 - ◆ Abbreviation: BBus
 - ◆ Course fee: HECS (local)¹
-

Bachelor of Science in Computing Science, Diploma in Information Technology Professional Practice²

- ◆ Course code: MC12
 - ◆ UAC code: 605000 (F/T), 605001 (P/T)
 - ◆ Testamur title: Bachelor of Science in Computing Science
Diploma in Information Technology Professional Practice
 - ◆ Abbreviation: BSc DiplITProfPrac
 - ◆ Course fee: HECS (local)¹
-

Overview

Students initially enrol in the Bachelor of Business degree and must take the Programming and Design sub-major. On satisfactory completion of the Business degree and the Programming and Design sub-major, students may then apply for admission to the Bachelor of Science in Computing Science, Diploma in Information Technology Professional Practice degree. If admitted, students receive exemptions for the computing core subjects they completed in the Programming and Design sub-major. They also receive 24 credit points worth of exemptions for electives, the equivalent of a Business sub-major in the Computing Science degree.

Students wishing to undertake this double degree program should first seek academic advice from the Faculty of Information

Technology, Department of Computing Sciences Office on telephone (02) 9514 1803.

Other information

Full details of the Bachelor of Science in Computing Science, Diploma in Information Technology Professional Practice program are contained in the 2002 handbook for the Faculty of Information Technology. Full details of the Bachelor of Business program are detailed in this handbook.

¹ This course is not offered to international students.

² This course is under review.

Bachelor of Mathematics and Finance

- ◆ Course code: MM03
 - ◆ UAC codes: 609040 (F/T), 609041 (P/T)
 - ◆ Testamur title: Bachelor of Mathematics and Finance
 - ◆ Abbreviation: BMathFin
 - ◆ Course fee: HECS (local)
\$7,000 per semester (international)
-

Overview

The years since deregulation of the Australian financial system have witnessed many sweeping changes and a considerable increase in the financial and economic activity of many Australian corporations. During this same period there has been an increasing use by major financial institutions of the sophisticated quantitative techniques that have been developed since the early 1970s. As a consequence, there is a demand for a new type of graduate trained in both mathematics and finance.

To meet this need, the Bachelor of Mathematics and Finance degree is offered jointly by the Department of Mathematical Sciences and the School of Finance and Economics in the Faculty of Business.

Students graduating from the Bachelor of Mathematics and Finance will have undertaken an integrated sequence of subjects in mathematics, statistics, finance, economics, accounting, and computing, and will therefore have sound training in both the traditional theory of finance and the mathematical aspects of modern portfolio management techniques. As a result, graduates should find interesting and rewarding employment in major financial institutions such as merchant banks, insurance companies and government instrumentalities.

The Bachelor of Mathematics and Finance is offered as a Pass degree, with an additional year for an Honours degree.

All students eligible to receive the Bachelor of Mathematics and Finance are awarded the degree at the same level.

Other information

Further information is available from the Faculty of Science on telephone (02) 9514 1756. Details of the combined degree with International Studies are also available from the Institute for International Studies.

Full details of these programs are contained in the 2002 handbook for the Faculty of Science.

Bachelor of Arts in International Business Studies

- Course code: B012
- Testamur title: Bachelor of Arts in International Business Studies
- Abbreviation: BA
- Course fee: \$6,750 per semester (international)¹

Overview

The Bachelor of Arts in International Business Studies is offered jointly by the Faculty of Business and the Institute for International Studies. Students learn about international business management or international marketing in the culturally diverse city of Sydney, and by experiencing another country through learning its language and spending a year studying in that country. Students study both in Sydney and in the country in which they choose to specialise – options include: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand.

The first two years of this three-year program are spent studying in Sydney, learning about the language and culture of the chosen country of study and developing knowledge and skills in either international management or international marketing. In the third year of the course, study is undertaken in a university in the chosen country of study through arrangements made by UTS. The content of study overseas will vary depending on language competency and interests, but all students will undertake project work set and assessed by the Institute for International Studies at UTS.

Admission requirements

Students applying for this degree must meet the UTS entry requirements which is a competitive pass in a recognised matriculation examination equivalent to an Australian Year 12 qualification. If previous education has not been completed in English, students must also achieve an IELTS score of 6.5 with at least 6.0 in the writing section, or a TOEFL (paper-based) score of 575 with a TWE (Test of Written English) score of 4.5, or TOEFL (computer-based) score of 231 with an essay rating of 4.5. Prior knowledge of the language

of the country in which students choose to specialise is not required. This course is only open to international students. Local students should refer to the Institute for International Studies' handbook for alternative courses.

Course duration

This course is offered on a three-year, full-time basis which includes one year studying at an institution overseas.

Course structure

Students in this program undertake subjects totalling 48 credit points from international components of the Bachelor of Business. Three Bachelor of Business core subjects (24108 Marketing Foundations, 21129 Managing People and Organisations and 21128 International Business) provide a foundation for a further 30-credit-point specialisation in either International Management or International Marketing. Students also undertake language and culture studies related to their chosen country of specialisation. This approach provides an integrated progression between language, culture and business studies as part of the student's academic development.

Course program

Semester 1

971xxx Language and Culture 1
50140 Comparative Social Change
24108 Marketing Foundations

Semester 2

972xxx Language and Culture 2
21129 Managing People and Organisations
21128 International Business
2xxxx International Marketing or International Management Specialisation (6cp)

Semester 3

973xxx Language and Culture 3
2xxxx International Marketing or International Management Specialisation (18cp)

Semester 4

974xxx Language and Culture 4
976xxx Contemporary Society
2xxxx International Marketing or International Management Specialisation (6cp)

Semester 5

977xxx In-country Study 1

Semester 6

978xxx In-country Study 2

¹ This course is not offered to local students.

Specialisations

Unless otherwise stated, all subjects in the specialisations are worth 6 credit points.

International Management (30cp)

- 21591 International Management
plus 24cp from the following subjects
- 21306 International Employment Relations
- 21530 Global Strategy
- 21531 Managing the International Organisation
- 21593 International Business and Government
- 21595 International Management Field Study
- 24220 International Marketing
- 24307 Electronic Business

International Marketing (30cp)

- 24220 International Marketing
plus 24cp from the following subjects
- 21591 International Management
- 24307 Electronic Business
- 24440 International Promotion and Advertising
- 24517 Contemporary International Marketing Issues
- 24518 International Marketing Country Study (12cp)
- 24607 International Marketing Management Project

Arrangements for In-country Study

The course fee of \$6,750 per semester includes tuition fees for study at UTS and the host university in the third year of the program, as well as medical and personal insurance and the cost of travelling to and from the host university. Students are required to meet the costs of living for all components of the degree. Students are also responsible for ensuring that they are eligible for a student visa for the country in which they choose to specialise.

COMBINED COURSES WITH INTERNATIONAL STUDIES

Bachelor of Business, Bachelor of Arts in International Studies

- ◆ Course code: B010 (City campus); B011 (Kuring-gai campus)
- ◆ UAC code: 609130 (City campus); 609140 (Kuring-gai campus)
- ◆ Testamur title: Bachelor of Business Bachelor of Arts in International Studies
- ◆ Abbreviation: BBus BA
- ◆ Course fee: HECS (local) \$6,500 per semester (international)

Overview

The Bachelor of Business/Bachelor of Arts in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies. The degree integrates the study of Business with a major in the language and culture of another country.

Admission requirements

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Business. There are no prior language requirements for entry to the International Studies program, except for the Heritage Major. There is a range of entry levels to the various Language and Culture subjects. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made to meet students' preferences.

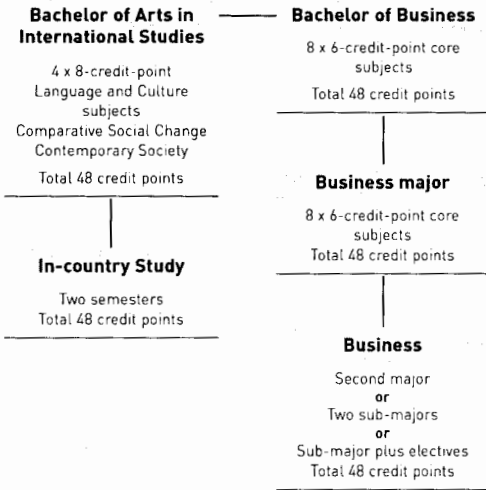
Course duration

The course is offered as a full-time program over five years. Students spend the fourth year of study at a university overseas.

Course structure

All students must complete 240 credit points of study, comprising 144 credit points relating to the Bachelor of Business and 96 credit points relating to the Bachelor of Arts in International Studies. For full details of the Bachelor of Business component of the combined degree, refer to the Bachelor of Business program in this handbook.

Course diagram



International Studies component

The Bachelor of Arts in International Studies requires undergraduates to study a major – a region or country of specialisation – over a minimum of three years. In Sydney, students study Language and Culture for at least two years, followed by a period of study overseas.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Philippines, Vietnam and others.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered, provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

Students are admitted to the International Studies program with no guarantee of entry to a specific major, though every effort is made to meet student preferences. The Institute reserves the right to allocate places in majors according to its resources and arrangements with overseas universities.

Each major includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study

of Comparative Social Change; 8 credit points of study of Contemporary Society; and 48 credit points (two semesters) of study at an institution of higher education in a country of the major.

There are no prior language requirements for the International Studies component of this combined degree, except for programs within the Heritage major.

Arrangements for In-country Study

Students are required to complete all appropriate subjects in their combined degree, including four consecutive semesters of study of Language and Culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel are redirected to support the In-country Study program in general. In most cases, the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course program

Semester 1

22107	Accounting for Business
25115	Economics for Business
21129	Managing People and Organisations
24108	Marketing Foundations

Semester 2

26133	Business Information Analysis
79203	Business Law and Ethics
2xxxx	Bachelor of Business core elective 1
2xxxx	Bachelor of Business core elective 2

Semester 3

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business first major
971xxx	Language and Culture 1
50140	Comparative Social Change

Semester 4

2xxxx	Bachelor of Business first major
2xxxx	Bachelor of Business second major, sub-major or elective
972xxx	Language and Culture 2

Semester 5

-
- 2xxxx Bachelor of Business first major
 2xxxx Bachelor of Business second major,
 sub-major or elective
 973xxx Language and Culture 3

Semester 6

-
- 2xxxx Bachelor of Business first major
 2xxxx Bachelor of Business second major,
 sub-major or elective
 974xxx Language and Culture 4
 976xxx Contemporary Society¹

Semester 7

-
- 977xxx In-country Study 1

Semester 8

-
- 978xxx In-country Study 2

Semester 9

-
- 2xxxx Bachelor of Business first major
 2xxxx Bachelor of Business first major
 2xxxx Bachelor of Business second major,
 sub-major or elective
 2xxxx Bachelor of Business second major,
 sub-major or elective

Semester 10

-
- 2xxxx Bachelor of Business first major
 2xxxx Bachelor of Business second major,
 sub-major or elective
 2xxxx Bachelor of Business second major,
 sub-major or elective
 2xxxx Bachelor of Business second major,
 sub-major or elective
-

¹ Students undertake one of the following subjects as appropriate to their International Studies major:

China

976111 Contemporary China

Indonesia, Malaysia or Thailand

976301 Contemporary South-East Asia

Japan

976211 Contemporary Japan

Chile or Mexico

976501 Contemporary Latin America

France, Germany, Italy or Spain

976401 Contemporary Europe

Other information

For full details of the Bachelor of Arts in International Studies component, refer to the 2002 handbook for the Institute for International Studies.

Bachelor of Arts in Human Movement Studies and in International Studies

- ◆ Course code: BL15
 - ◆ UAC code: 609080
 - ◆ Testamur title: Bachelor Arts in Human Movement Studies and in International Studies
 - ◆ Abbreviation: BA
 - ◆ Course fee: HECS [local]
\$6,500 per semester (international)
-

Overview

The Bachelor of Arts in Human Movement Studies and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The degree integrates Human Movement Studies with a major in the language and culture of another country.

Admission requirements

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Human Movement Studies. There are no prior language requirements for the International Studies component of the degree, except for the Heritage major. There is a range of entry levels to the various Language and Culture programs. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences.

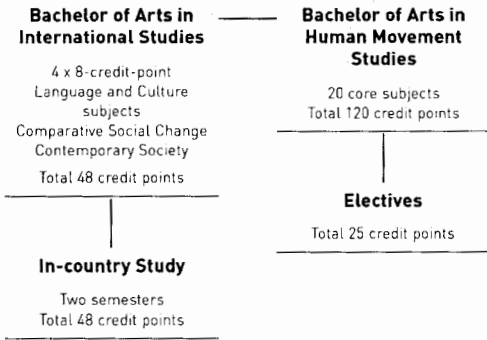
Course duration

The course is offered as a full-time program over five years. Students spend the fourth year of study at a university overseas.

Course structure

All students must complete 240 credit points of study, comprising the 144 credit points relating to the Bachelor of Arts in Human Movement Studies and 96 credit points relating to the Bachelor of Arts in International Studies. For full details of the Bachelor of Arts in Human Movement Studies component of the combined degree, refer to the Bachelor of Arts in Human Movement Studies program in this handbook.

Course diagram



International Studies component

The Bachelor of Arts in International Studies requires undergraduates to study a major – a region or country of specialisation – over a minimum of three years. In Sydney, students study Language and Culture for at least two years, followed by a period of study overseas.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Philippines, Vietnam and others.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

Students are admitted to the International Studies program with no guarantee of entry to a specific major, though every effort is made to meet student preferences. The Institute reserves the right to allocate places in majors according to its resources and arrangements with overseas universities.

Each major includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Comparative Social Change; 8 credit points of study of Contemporary Society; and 48 credit points (two semesters) of study at an institution of higher education in the country of the major.

There are no prior language requirements for the International Studies component of this combined degree, except for programs within the Heritage major.

Arrangements for In-country Study

Students are required to complete all appropriate subjects in their combined degree, including four consecutive semesters of study of Language and Culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel are redirected to support the In-country Study program in general. In most cases, the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course program

Semester 1

27228	Human Growth and Development
27180	Functional Kinesiology
91429	Physiological Bases of Human Movement
27111	Mechanics of Human Motion

Semester 2

27171	Applied Kinesiology
27106	Social Psychology of Leisure
27152	Measurement and Development of Physical Capacity
27186	Leisure and Sport in Social Context

Semester 3

27155	Research Design and Statistics for Human Movement
27226	Analysis of Motor Control
971xxx	Language and Culture 1
50140	Comparative Social Change

Semester 4

27227	Current Issues in Health and Wellbeing
27175	Energetics of Human Movement
27xxx	Elective 1
972xxx	Language and Culture 2

Semester 5

27252 Sport Industry
 27160 Sport and Exercise Behaviour
 973xxx Language and Culture 3

Semester 6

27105 Nutrition for Health and Physical Activity
 974xxx Language and Culture 4
 976xxx Contemporary Society¹

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27173 Efficiency of Human Movement 1
 27331 Motor Learning and Control
 27190 Workplace Learning 2
 27xxx Elective 2

Semester 10

27222 Exercise Prescription
 27174 Efficiency of Human Movement 2
 27190 Workplace Learning 2 (cont.)
 27xxx Elective 3
 27xxx Elective 4

¹ Students undertake one of the following subjects as appropriate to their International Studies major:

China

976111 Contemporary China

Indonesia, Malaysia or Thailand

976301 Contemporary South-East Asia

Japan

976211 Contemporary Japan

Chile or Mexico

976501 Contemporary Latin America

France, Germany, Italy or Spain

976401 Contemporary Europe

Other information

For further details of the Bachelor of Arts in International Studies component, refer to the 2002 handbook for the Institute for International Studies.

Bachelor of Arts in Leisure Management and in International Studies

- ◆ Course code: BL17
- ◆ UAC code: 609090
- ◆ Testamur title: Bachelor of Arts in Leisure Management and in International Studies
- ◆ Abbreviation: BA
- ◆ Course fee: HECS (local)
\$6,500 per semester (international)

Overview

The Bachelor of Arts in Leisure Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The degree integrates Leisure Management with a major in the language and culture of another country.

Admission requirements

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Leisure Management. There are no prior language requirements for the International Studies component of this combined degree, except for the Heritage major. There is a range of entry levels to the various Language and Culture programs. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences.

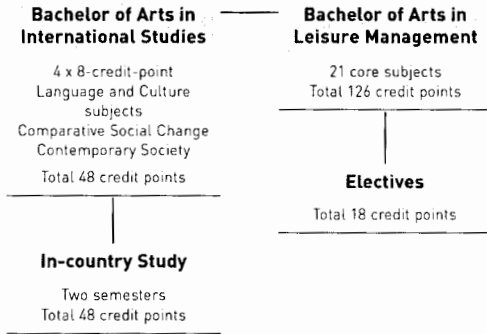
Course duration

The course is offered as a full-time program over five years. Students spend the fourth year of study at a university overseas.

Course structure

All students must complete 240 credit points of study, comprising 144 credit points relating to the Bachelor of Arts in Leisure Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Leisure Management component of the combined degree, refer to the Bachelor of Arts in Leisure Management program in this handbook.

Course diagram



International Studies component

The Bachelor of Arts in International Studies requires undergraduates to study a major – a region or country of specialisation – over a minimum of three years. In Sydney, students study Language and Culture for at least two years, followed by a period of study overseas.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Philippines, Vietnam and others.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

Students are admitted to the International Studies program with no guarantee of entry to a specific major, though every effort is made to meet student preferences. The Institute reserves the right to allocate places in majors according to its resources and arrangements with overseas universities.

Each major includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Comparative Social Change; 8 credit points of study of Contemporary Society; and 48 credit points (two semesters) of study at an institution of higher education in the country of the major.

There are no prior language requirements for the International Studies component of this combined degree, except for programs within the Heritage major.

Arrangements for In-country Study

Students are required to complete all appropriate subjects in their combined degree, including four consecutive semesters of study of Language and Culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel are redirected to support the In-country Study program in general. In most cases, the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course program

Semester 1

27126 Leisure in Australia
 211290 Managing People and Organisations
 27187 Leisure Concepts
 241080 Marketing Foundations

Semester 2

215550 Human Resource Management
 27106 Social Psychology of Leisure
 27189 Workplace Learning 1
 251150 Economics for Business
 27186 Leisure and Sport in Social Context

Semester 3

27189 Workplace Learning 1 (cont.)
 27326 Leisure and Diversity
 971xxx Language and Culture 1
 50140 Comparative Social Change

Semester 4

27323 Leisure and Public Policy
 221070 Accounting for Business
 972xxx Language and Culture 2
 2xxxx BA in Leisure Management elective 1

Semester 5

27216 Leisure Services Management
 27156 Research Methods 1
 973xxx Language and Culture 3
 2xxxx BA in Leisure Management elective 2

Semester 6

27157 Research Methods 2
 974xxx Language and Culture 4
 976xxx Contemporary Society¹

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27523 Leisure and Tourism Planning
 27526 Leisure Theory
 27321 Leisure Management Project 1
 27190 Workplace Learning 2

Semester 10

27628 Law for Leisure, Sport and Tourism
 27322 Leisure Management Project 2
 27190 Workplace Learning 2 (cont.)
 2xxxx BA in Leisure Management elective 3

¹ Students undertake one of the following subjects as appropriate to their International Studies major:

China

976111 Contemporary China

Indonesia, Malaysia or Thailand

976301 Contemporary South-East Asia

Japan

976211 Contemporary Japan

Chile or Mexico

976501 Contemporary Latin America

France, Germany, Italy or Spain

976401 Contemporary Europe

Other information

For further details of the Bachelor of Arts in International Studies component, refer to the 2002 handbook for the Institute for International Studies.

Bachelor of Arts in Tourism Management and in International Studies

- ◆ Course code: BL16
- ◆ UAC code: 609110
- ◆ Testamur title: Bachelor of Arts in Tourism Management and in International Studies
- ◆ Abbreviation: BA
- ◆ Course fee: HECS (local) \$6,500 per semester (international)

Overview

The Bachelor of Arts in Tourism Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The degree integrates the study of Tourism Management with a major in the language and culture of another country.

Admission requirements

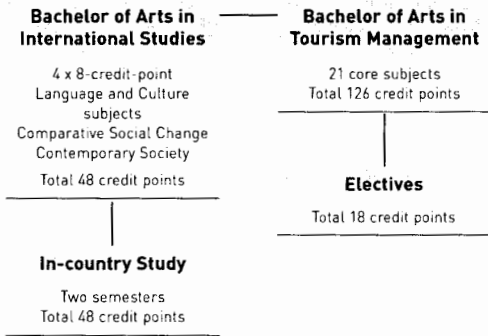
Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Tourism Management. There are no prior language requirements for the International Studies component of this combined degree, except for the Heritage major. There is a range of entry levels to the various Language and Culture programs. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences.

Course duration

The course is offered as a full-time program over five years. Students spend the fourth year of study at a university overseas.

Course structure

All students must complete 240 credit points of study, comprising 144 credit points relating to the Bachelor of Arts in Tourism Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Tourism Management component of the combined degree, refer to the Bachelor of Arts in Tourism Management program in this handbook.

Course diagram**International Studies component**

The Bachelor of Arts in International Studies requires undergraduates to study a major – a region or country of specialisation – over a minimum of three years. In Sydney, students study Language and Culture for at least two years, followed by a period of study overseas.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Philippines, Vietnam and others.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

Students are admitted to the International Studies program with no guarantee of entry to a specific major, though every effort is made to meet student preferences. The Institute reserves the right to allocate places in majors according to its resources and arrangements with overseas universities.

Each major includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Comparative Social Change; 8 credit points of study of Contemporary Society; and 48 credit points (two semesters) of study at an institution of higher education in the country of the major.

There are no prior language requirements for the International Studies component of this combined degree, except for programs within the Heritage major.

Arrangements for In-country Study

Students are required to complete all appropriate subjects in their combined degree, including four consecutive semesters of study of Language and Culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel are redirected to support the In-country Study program in general. In most cases, the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course program**Semester 1**

- 27184 Introduction to Tourism Systems
- 27648 The Tourism Industry
- 251150 Economics for Business
- 241080 Marketing Foundations

Semester 2

- 211290 Managing People and Organisations
- 221070 Accounting for Business
- plus*
- 27644 Hospitality Operations 1
- and*
- 27654 Hospitality Operations 2
- or*
- 27643 Travel and Tourism Operations 1
- and*
- 27653 Travel and Tourism Operations 2

Semester 3

- 27185 Introduction to Tourist Behaviour
- 971xxx Language and Culture 1
- 50140 Comparative Social Change
- 27163 Tourism Industry Practicum

Semester 4

- 27323 Leisure and Public Policy
- 27642 Tourism Marketing
- 972xxx Language and Culture 2
- 215550 Human Resource Management

Semester 5

27327 Tourism's Environmental Interactions
 27156 Research Methods 1
 973xxx Language and Culture 3
 2xxxx BA in Tourism Management elective 1

Semester 6

27157 Research Methods 2
 974xxx Language and Culture 4
 976xxx Contemporary Society¹

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27523 Leisure and Tourism Planning
 27165 Tourism Studies Project 1
 27163 Tourism Industry Practicum (cont.)
 2xxxx BA in Tourism Management elective 2

Semester 10

27324 Strategic Management in Tourism
 27166 Tourism Studies Project 2
 27628 Law for Leisure, Sport and Tourism
 2xxxx BA in Tourism Management elective 3

¹ Students undertake one of the following subjects as appropriate to their International Studies major:

- China*
976111 Contemporary China
- Indonesia, Malaysia or Thailand*
976301 Contemporary South-East Asia
- Japan*
976211 Contemporary Japan
- Chile or Mexico*
976501 Contemporary Latin America
- France, Germany, Italy or Spain*
976401 Contemporary Europe

Other information

For further details of the Bachelor of Arts in International Studies component, refer to the 2002 handbook for the Institute for International Studies.

Bachelor of Arts in Sport and Exercise Management and in International Studies

- ◆ Course code: BL21
- ◆ UAC code: 609085
- ◆ Testamur title: Bachelor of Arts in Sport and Exercise Management and in International Studies
- ◆ Abbreviation: BA
- ◆ Course fee: HECS (local) \$6,500 per semester (international)

Overview

The Bachelor of Arts in Sport and Exercise Management and in International Studies is offered jointly by the Faculty of Business and the Institute for International Studies, UTS. The degree integrates the study of Sport and Exercise Management with a major in the language and culture of another country.

Admission requirements

Admission to the combined degree will be on merit according to the admissions policy for the Bachelor of Arts in Sport and Exercise Management. There are no prior language requirements for the International Studies component of this combined degree, except for the Heritage major. There is a range of entry levels to the various Language and Culture programs. Students are admitted to the International Studies program with no guarantee of entry to a specific major, although every effort is made in trying to meet students' preferences.

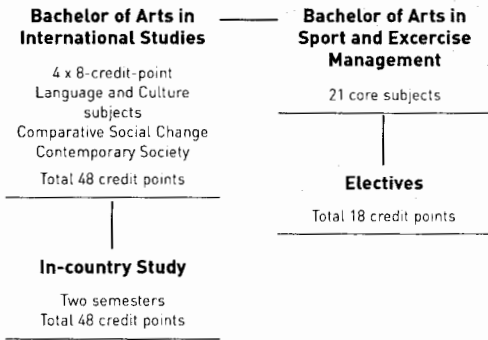
Course duration

The course is offered as a full-time program over five years. Students spend the fourth year of study at a university overseas.

Course structure

All students must complete 240 credit points of study, comprising 144 credit points relating to the Bachelor of Arts in Sport and Exercise Management and 96 credit points relating to the BA in International Studies. For full details of the Bachelor of Arts in Sport and Exercise Management component of the combined degree, refer to the Bachelor of Arts in Sport and Exercise Management program in this handbook.

Course diagram



International Studies component

The Bachelor of Arts in International Studies requires undergraduates to study a major – a region or country of specialisation – over a minimum of three years. In Sydney, students study Language and Culture for at least two years, followed by a period of study overseas.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain or Thailand. There is also a Heritage major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Philippines, Vietnam and others.

Australia and the Asia-Pacific is only available to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

Students are admitted to the International Studies program with no guarantee of entry to a specific major, though every effort is made to meet student preferences. The Institute reserves the right to allocate places in majors according to its resources and arrangements with overseas universities.

Each major includes 32 credit points (four 8-credit-point subjects) of instruction in Language and Culture; 8 credit points of study of Comparative Social Change; 8 credit points of study of Contemporary Society and its context; and 48 credit points (two semesters) of study at an institution of higher education in the country of the major.

There are no prior language requirements for the International Studies component of this combined degree, except for programs within the Heritage major.

Arrangements for In-country Study

Students are required to complete all appropriate subjects in their combined degree, including four consecutive semesters of the study of language and culture before proceeding to In-country Study.

The costs of tuition in host institutions overseas and travel between Sydney and the designated host institutions are borne by UTS except in cases where a scholarship has been awarded to the student with provision for these costs. Under those circumstances, the funds that would have otherwise been allocated towards the student's tuition and travel are be redirected to support the In-country Study program in general. In most cases, the cost of living for the period of In-country Study will not exceed the cost of living away from home in Sydney. However, students should be aware that the cost of living in some countries – notably Japan – may be higher than in Sydney.

Course program

Semester 1

- 27228 Human Growth and Development
- 27180 Functional Kinesiology
- 91429 Physiological Bases of Human Movement
- 27111 Mechanics of Human Motion

Semester 2

- 27171 Applied Kinesiology
- 27106 Social Psychology of Leisure
- 27186 Leisure and Sport in Social Context
- 27152 Measurement and Development of Physical Capacity

Semester 3

- 27155 Research Design and Statistics for Human Movement
- 50140 Comparative Social Change
- 971xxx Language and Culture 1
- 27160 Sport and Exercise Behaviour

Semester 4

- 221070 Accounting for Business
- 27175 Energetics of Human Movement
- 27105 Nutrition for Health and Physical Activity
- 972xxx Language and Culture 2

94 Undergraduate courses

Semester 5

27252 The Sport Industry
241080 Marketing Foundations
973xxx Language and Culture 3
2xxxx Sport and Exercise Management elective 1

Semester 6

211290 Managing People and Organisations
974xxx Language and Culture 4
976xxx Contemporary Society¹

Semester 7

977xxx In-country Study 1

Semester 8

978xxx In-country Study 2

Semester 9

27190 Workplace Learning 2
27173 Efficiency of Human Movement 1
27331 Motor Learning and Control
2xxxx Sport and Exercise Management
elective 2

Semester 10

27190 Workplace Learning 2 (cont.)
27628 Law for Leisure, Sport and Tourism
27222 Exercise Prescription
2xxxx Sport and Exercise Management
elective 3

¹ Students undertake one of the following subjects as appropriate to their International Studies major:

China

976111 Contemporary China

Indonesia, Malaysia or Thailand

976301 Contemporary South-East Asia

Japan

976211 Contemporary Japan

Chile or Mexico

976501 Contemporary Latin America

France, Germany, Italy or Spain

976401 Contemporary Europe

Other information

For further details of the Bachelor of Arts in International Studies component, refer to the 2002 handbook for the Institute for International Studies.

POSTGRADUATE COURSES

The Graduate School of Business offers a range of MBA programs and a number of Master's degrees, Graduate Diplomas and Graduate Certificates by coursework. In addition, PhD programs and Master's by thesis programs are also offered.

Office location

The Graduate School of Business Information Office is located at:

Level 5, Building 5
Quay Street
Haymarket

Hours during Autumn and Spring semesters

Monday to Thursday, 9.00 a.m. – 8.00 p.m.
Friday, 9.00 a.m. – 6.30 p.m.

Hours in non-teaching periods

Monday to Friday, 9.00 a.m. – 6.30 p.m.

telephone (02) 9514 3660

fax (02) 9514 3554

email graduate.business@uts.edu.au

www.business.uts.edu.au/gsb

Rules of the University

The University's Rules are published in full in the *UTS: Calendar 2002*. A summary of some key Rules and Faculty policies relating to students can be found in the front section of this handbook.

The full Rules are published online at:

www.uts.edu.au/div/publications/policies/rules/contents.html

Additional rules of importance to postgraduate coursework students

Exemptions

Exemptions are granted on the basis of the successful completion of equivalent subjects from either recent undergraduate or recent postgraduate studies. Students should lodge an Application for Subject Exemption form if they wish to apply for exemptions from subjects within their enrolled course.

Postgraduate subject exemptions will normally not be granted where prior studies were undertaken in a course studied more than 10 years previously. Postgraduate subject exemptions will also not be granted for prior sub-degree TAFE studies. In both instances, students can apply to the Course Director for credit by substitution or to the Subject Coordinator for subject exemption by challenge, where appropriate.

Exemptions for electives will only be considered for prior postgraduate studies.

The maximum number of exemptions allowed in each course under the Faculty of Business policy are detailed below.

Graduate Certificates

Exemptions are not permitted except where an exemption has been approved for a specified UTS Executive Development course.

Graduate Diplomas

Maximum of five exemptions, of which two core subjects can be approved from prior undergraduate study.

Master's degrees (excluding MBA)

Maximum of eight exemptions, of which four core subjects can be approved from prior undergraduate study.

MBA

Maximum of 10 exemptions, of which four core subjects can be approved from prior undergraduate study.

Articulation

While courses are offered as stand-alone qualifications, they are also integrated programs of study that enable students who satisfactorily complete the Graduate Certificate or Graduate Diploma to apply for entry to a higher level course within their chosen field of study. Where a student articulates from one level of study to another, only one testamur will be issued.

Progression

Graduate Diploma students who have three failures during their candidature will have their University enrolment reviewed by the Faculty Board in Business.

RESEARCH PROGRAM

Doctor of Philosophy

Accounting

- ◆ Course code: BA54
- ◆ Testamur title: Doctor of Philosophy
- ◆ Abbreviation: PhD
- ◆ Course fee: see note (local)
\$7,700 per semester (international)

Finance and Economics

- ◆ Course code: BF52
- ◆ Testamur title: Doctor of Philosophy
- ◆ Abbreviation: PhD
- ◆ Course fee: see note (local)
\$7,700 per semester (international)

Leisure and Tourism Studies

- ◆ Course code: BL80
- ◆ Testamur title: Doctor of Philosophy
- ◆ Abbreviation: PhD
- ◆ Course fee: see note (local)
\$7,700 per semester (international)

Management

- ◆ Course code: BB56
- ◆ Testamur title: Doctor of Philosophy
- ◆ Abbreviation: PhD
- ◆ Course fee: see note (local)
\$7,700 per semester (international)

Marketing

- ◆ Course code: BM52
- ◆ Testamur title: Doctor of Philosophy
- ◆ Abbreviation: PhD
- ◆ Course fee: see note (local)
\$7,700 per semester (international)

Note: Research degrees are offered on a sponsored, scholarship, faculty part-sponsored, or full-fee-paying basis. See information on Fees below. Students should contact the Faculty of the University Graduate School for further details. There are, however, student service fees to be paid (see Fees and costs, page 10).

The PhD is a University-wide degree that involves an intense period of supervised study and research. The degree of Doctor of Philosophy is awarded to successful candidates who have made a distinct contribution to knowledge whether by original investigation, review or criticism.

PhD candidates should classify their area of research interest to fit primarily into one of the disciplinary areas of the Faculty's five teaching schools which are: Accounting; Finance and Economics; Leisure, Sport and Tourism; Management; and Marketing.

Admission requirements

To be eligible for admission to the program, an applicant should: hold a relevant Bachelor's degree with First or Second Class Honours, Division 1; or a Master's (by thesis) degree; or possess an equivalent qualification; or be a graduate of at least two years' standing of this University or another tertiary educational institution, whose research publications and written reports on work carried out by the applicant satisfy the Academic Board that he or she has the ability and experience to pursue his or her proposed course of study.

Each applicant is required, prior to application, to discuss a thesis topic with the relevant School Research Coordinator who then advises whether appropriate supervisors and resources are available. Applicants are also required to submit a brief thesis proposal with their application.

Further details of eligibility for admission are set out in the UTS Rules for Doctoral Degree Students published in the *UTS: Calendar 2002* and online at:

www.uts.edu.au/div/publications/policies/rules/contents.html

Course duration

Candidates enrolled full time in a PhD are required to make satisfactory progress on their research over at least four semesters to be eligible for the award of a PhD degree. However, the maximum time for completion is six semesters, and a part-time student is expected to complete their thesis in nine semesters.

Supervision

Based on the candidates description of proposed research submitted with his or her application, the University allocates a principal supervisor who has expertise in this area. Co-supervisors are also appointed and these can be drawn from other schools and faculties within the University (or other universities), depending on the PhD topic and the expertise required to ensure a high standard of supervision.

Coursework requirements

Candidates with an insufficient background in research methods and/or theoretical knowledge in the core fields of study may be required to undertake initial coursework subjects. The School Research Coordinator will advise candidates when this is considered necessary.

Thesis

While candidates may be required to do some coursework, the final assessment for the degree is based on submission of a thesis.

The thesis is examined by three examiners, of which at least two are external to the University and who are experts in the area of research addressed in the thesis. Guidelines for presentation and submission of the thesis are available from the University Graduate School.

Students often ask what length a thesis should be, but exact limits cannot be prescribed. Quality rather than quantity is the most important criterion.

However, as an approximate guide, a thesis is typically argued and presented within the range of 50,000–70,000 words.

Assessment

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

In addition, a student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first four semesters in the case of a part-time student. This assessment is conducted under guidelines approved by Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel, constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

The thesis proposal is a substantive piece of scholarship that should identify the research topic/questions, justify its (their) significance and original contribution to knowledge in the field of study, do the former against a critical review of the relevant literature, address resource implications, and outline the proposed research design and methods. Candidates

should seek advice from School Research Coordinators on how to formulate a thesis proposal.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with his or her candidature, unless, with the approval of the Academic Board, the student is invited to re-attempt the assessment.

Fees

Course fees are paid on a semester basis and statements are sent to students shortly after the beginning of the semester by the Fees Office. Most students qualify for the 40 per cent Academic Merit Scholarship. In addition, the Faculty may offer additional scholarships of up to 60 per cent. Students are notified in their letter of offer the total discounted fee payable by them.

Students who have been offered support via a Research Training Scheme place or a Scholarship with Stipend (APA, APA(I), UTS Doctoral, R L Werner, Faculty and School scholarship) are not liable for tuition fees. Tuition fees in these instances are covered by UTS as part of the award.

All students are liable for student service fees and statements are sent to students with their enrolment details.

Detailed information on course fees is available online at:

www.gradschool.uts.edu.au/f&s/research_fees.html

Other information

Further information is available from the University Graduate School and online at:

www.gradschool.uts.edu.au

Master of Business (by thesis)

Accounting

- ◆ Course code: BA70
 - ◆ Testamur title: Master of Business
 - ◆ Abbreviation: MBus
 - ◆ Course fee: see note [local]
\$7,700 per semester [international]
-

Finance and Economics

- ◆ Course code: BF70
 - ◆ Testamur title: Master of Business
 - ◆ Abbreviation: MBus
 - ◆ Course fee: see note [local]
\$7,700 per semester [international]
-

Management

- ◆ Course code: BB70
 - ◆ Testamur title: Master of Business
 - ◆ Abbreviation: MBus
 - ◆ Course fee: see note [local]
\$7,700 per semester [international]
-

Marketing

- ◆ Course code: BM70
 - ◆ Testamur title: Master of Business
 - ◆ Abbreviation: MBus
 - ◆ Course fee: see note [local]
\$7,700 per semester [international]
-

Note: Research degrees are offered on a sponsored, scholarship, faculty part-sponsored, or full-fee-paying basis. See information on Fees below. Students should contact the Faculty of the University Graduate School for further details. There are, however, student service fees to be paid (see Fees and costs, page 10).

The Master of Business (by thesis) program is for graduates seeking to extend and deepen their knowledge by undertaking an appropriate research investigation under supervision by academic staff of the Faculty.

Master of Business candidates should classify their area of research interest to fit primarily into one of the disciplinary areas of the Faculty's teaching schools: Accounting; Finance and Economics; Management or Marketing.

Admission requirements

The University's general rules for Master's degrees (by thesis) apply to the Master of Business. To be eligible for admission to the Master's degree program, applicants should hold a Bachelor of Business degree from the University of Technology, Sydney, or hold an equivalent qualification, or submit other evidence of general and professional qualifications which will satisfy the Academic Board that the applicant possesses the educational preparation and capacity to pursue graduate studies. Applicants must also satisfy such additional requirements as may be prescribed by the Faculty Board.

Each applicant is required, prior to application, to discuss a thesis topic with the relevant School Research Coordinator who then advises whether appropriate supervisors and resources are available. Applicants are also required to submit a brief thesis proposal with their application.

Further details of eligibility for admission are set out in the UTS Rules for Master's degree (by thesis) students published in the *UTS: Calendar 2002* and online at:

www.uts.edu.au/div/publications/policies/rules/contents.html

Course duration

The maximum time for completion for a candidate enrolled in a Master's degree is three semesters for full-time study, and five semesters for part-time study.

Supervision

Based on the candidate's description of proposed research submitted with his or her application, the University allocates a principal supervisor who has expertise in this area. Additional supervisors may be appointed to cover a particular interdisciplinary need or when the location of a candidate's research makes sustained face-to-face contact with the principal supervisor difficult.

Coursework requirements

Two subject requirements have been established to assist candidates with the preparation of their theses. The first is a research techniques subject and the second involves formal seminar presentations giving an update of thesis research. Students are required to complete the two-subject sequence relevant to their thesis topic. Each of the four

schools coordinates and organises its own two-subject sequence. These are detailed below.

School of Accounting

- 22785 Research Techniques in Accounting
22786 Research Seminars in Accounting

School of Finance and Economics

- 25785 Research Techniques in Finance and Economics
25786 Research Seminars in Finance and Economics

School of Management

- 21785 Research Techniques in Management
21786 Research Seminars in Management

School of Marketing

- 24785 Research Techniques in Marketing
24786 Research Seminars in Marketing

The Research Techniques subject is normally taken in Autumn semester, immediately following admission to the course. This subject introduces each candidate to a range of methodologies used in researching business topics.

Research Seminars is a continuing subject, taken every semester, which allows students to present papers related to their own research and to become aware of the work of other students. Attendance at these seminars is compulsory, as is the presentation of a paper each semester or as directed by the School Research Coordinator. The seminars are held at times arranged by each school.

In addition to enrolling in the above two subjects, candidates may be required to enrol in subjects specified by their supervisors. Successful completion of these subjects will contribute towards satisfactory progress in the program.

Thesis

The assessment for the degree is based on satisfactory completion of prescribed coursework and submission of a thesis which is judged by its examiners to be '... a distinct contribution to the knowledge of the subject whether by original investigation or by review, criticism or design' (Rule 3.4.8.3).

The thesis is examined by two examiners, of which at least one is external to the University, and who are both experts in the area of research addressed in the thesis. Guidelines for presentation and submission of theses are available from the University Graduate School.

The thesis itself is expected to be in the vicinity of 40,000–50,000 words, and be of distinct relevance to business in areas such as accounting, finance and economics, management and marketing.

Assessment

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

In addition, a student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first three semesters in the case of a part-time student. This assessment is conducted under guidelines approved by the Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel, constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

The object of this assessment is to ensure that the student is equipped with the knowledge to carry out their research program, and that sufficient progress has been made to enable completion within the prescribed time. As part of this assessment the student will normally present a seminar to the University on their topic and methodology.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with his or her candidature, unless, with the approval of the Academic Board, the student is invited to re-attempt the assessment.

Fees

Course fees are paid on a semester basis and statements are sent to students shortly after the beginning of the semester by the Fees Office. Most students qualify for the 40 per cent Academic Merit Scholarship. In addition, the Faculty may offer additional scholarships of up to 60 per cent. Students are notified in their letter of offer the total discounted fee payable by them.

Students who have been offered support via a Research Training Scheme place or a Scholarship with Stipend (APA, APA(I), UTS Doctoral, R L Werner, Faculty and School scholarship) are not liable for tuition fees. Tuition fees in these instances are covered by UTS as part of the award.

All students are liable for student service fees and statements are sent to students with their enrolment details,

Detailed information on course fees is available online at:

www.gradschool.uts.edu.au/f&s/research_fees.html

Other information

Further information is available from the University Graduate School or online at:

www.gradschool.uts.edu.au

Master of Arts (by thesis)

Arts Management

- ◆ Course code: BL76
 - ◆ Testamur title: Master of Arts
 - ◆ Abbreviation: MA
 - ◆ Course fee: see note (local)
\$7,700 per semester (international)
-

Leisure Studies

- ◆ Course code: BL70
 - ◆ Testamur title: Master of Arts
 - ◆ Abbreviation: MA
 - ◆ Course fee: see note (local)
\$7,700 per semester (international)
-

Sports Studies

- ◆ Course code: BL74
 - ◆ Testamur title: Master of Arts
 - ◆ Abbreviation: MA
 - ◆ Course fee: see note (local)
\$7,700 per semester (international)
-

Tourism Studies

- ◆ Course code: BL72
 - ◆ Testamur title: Master of Arts
 - ◆ Abbreviation: MA
 - ◆ Course fee: see note (local)
\$7,700 per semester (international)
-

Note: Research degrees are offered on a sponsored, scholarship, faculty part-sponsored, or full-fee-paying basis. See information on Fees below. Students should contact the Faculty of the University Graduate School for further details. There are, however, student service fees to be paid (see Fees and costs, page 10).

The Master of Arts (by thesis) program has been designed for people with a commitment to the leisure, tourism, arts or sports industries who wish to pursue advanced studies to enhance their knowledge and understanding of these areas, to address policy or management issues, or to pursue more academic or theoretical research as a basis for a research/academic career.

Master of Arts candidates should classify their area of research interest to fit primarily into one of the disciplinary areas of the Faculty's School of Leisure, Sport and Tourism.

Admission requirements

To be eligible for admission to the Master of Arts program in the Faculty of Business, applicants should: hold a Bachelor of Arts degree in Human Movement Studies, Leisure Management, or Tourism Management from the University of Technology, Sydney, or equivalent qualification, and submit any other evidence of general and professional qualifications and experience which will satisfy the Academic Board that the applicant possesses the educational preparation and capacity to pursue graduate research studies; and satisfy such additional requirements as may be prescribed by the Faculty Board.

Each applicant is required, prior to application, to discuss a thesis topic with the relevant School Research Coordinator who then advises whether appropriate supervisors and resources are available. Applicants are also required to submit a brief thesis proposal with their application.

Further details of eligibility for admission are set out in the UTS Rules for Master's degree (by thesis) students published in the *UTS: Calendar 2002* and online at:

www.uts.edu.au/div/publications/policies/rules/contents.html

Course duration

Candidates enrolled in a full-time Master's degree can complete the degree in two semesters. However, the maximum time for completion is three semesters for full-time study, and five semesters for part-time study.

Supervision

Based on the candidates description of proposed research submitted with his or her application, the University allocates a principal supervisor who has expertise in this area. Additional supervisors may be appointed to cover a particular interdisciplinary need or when the location of a candidate's research makes sustained face-to-face contact with the principal supervisor difficult.

Coursework requirements

Two subject requirements have been established to assist candidates with the preparation of their theses. The first is an advanced research methods subject that also covers statistical analysis. The second involves

reading and formal seminar presentations on current topics in the chosen area of study. The two-subject sequence is:

27941 Advanced Research Methods for Leisure and Tourism

plus one of the following

27760 Leisure Management Seminar

27761 Tourism Management Seminar

27762 Sports Management Seminar

27763 Arts and Cultural Policy Seminar

In addition, candidates with insufficient knowledge in the area(s) of their proposed research may be required to complete a preparatory semester of up to four bridging subjects. This may apply to students whose first degree comes from an area other than leisure/tourism/sport or arts and cultural policy studies. Candidates will be advised when this is deemed necessary.

Thesis

The assessment for the degree is based on satisfactory completion of prescribed coursework and submission of a thesis

The thesis presents the results of original research of a theoretical or applied nature. It should give evidence of the student's ability to engage in a sustained investigation, to identify and analyse research problems, and to present the results in a coherent and scholarly manner. Thesis preparation involves detailed group and individual supervision to ensure achievement of required standards. The thesis is examined by two examiners, at least one of whom is external to the University, and who are both experts in the area of research addressed in the thesis. Guidelines for presentation and submission of theses are available from the University Graduate School. The length of the thesis will be between 25,000–50,000 words.

Assessment

Both the candidate and the candidate's principal supervisor are required to submit progress reports at the end of each semester.

In addition, a student's candidature will be assessed before or at the end of the first two semesters of candidature in the case of a full-time student, or the first three semesters in the case of a part-time student. This assessment is conducted under guidelines approved by the Faculty Board and the University Graduate School Board. The following components, considered by a Review Panel,

constitute the assessment: satisfactory semester progress reports; successful completion of prescribed coursework prior to the assessment; a written thesis proposal; and an oral seminar on the research topic and written proposal.

The object of this assessment is to ensure that the student is equipped with the knowledge to carry out their research program, and that sufficient progress has been made to enable completion within the prescribed time. As part of this assessment the student will normally present a seminar to the University on their topic and methodology.

A student who does not satisfy the requirements for the assessment will not be permitted to proceed with his or her candidature, unless, with the approval of the Academic Board, the student is invited to re-attempt the assessment.

Fees

Course fees are paid on a semester basis and statements are sent to students shortly after the beginning of the semester by the Fees Office. Most students qualify for the 40 per cent Academic Merit Scholarship. In addition, the Faculty may offer additional scholarships of up to 60 per cent. Students are notified in their letter of offer the total discounted fee payable by them.

Students who have been offered support via a Research Training Scheme place or a Scholarship with Stipend (APA, APA(I), UTS Doctoral, R L Werner, Faculty and School scholarship) are not liable for tuition fees. Tuition fees in these instances are covered by UTS as part of the award.

All students are liable for student service fees and statements are sent to students with their enrolment details,

Detailed information on course fees is available online at:

www.gradschool.uts.edu.au/f&s/research_fees.html

Other information

Further information is available from the University Graduate School or online at:

www.gradschool.uts.edu.au

MBA PROGRAM

Master of Business Administration

- ◆ Course code: B056
- ◆ Testamur title: Master of Business Administration
- ◆ Abbreviation: MBA
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Master of Business Administration (Limited Work Experience)

- ◆ Course code: B063
- ◆ Testamur title: Master of Business Administration
- ◆ Abbreviation: MBA
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Diploma in Business Administration

- ◆ Course code: B055
- ◆ Testamur title: Graduate Diploma in Business Administration
- ◆ Abbreviation: GradDipBusAdmin
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Certificate in Business Administration

- ◆ Course code: B054
- ◆ Testamur title: Graduate Certificate in Business Administration
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The **Graduate Certificate in Business Administration** provides foundation skills used in the general management of a business enterprise for non-graduates who have extensive business experience.

The **Graduate Diploma in Business Administration** is designed to provide a basis for the development of careers in management for graduates who have not previously undertaken an administrative studies degree course.

The **Master of Business Administration (Limited Work Experience)** is for graduates with three years' or less work experience, who wish to develop a career as a generalist or specialist manager.

The **Master of Business Administration** provides the knowledge and skills that are essential for superior management performance.

General management skills develop expertise in strategic thinking; critical analysis; developing and implementing plans; decision making under uncertainty; understanding organisational dynamics; motivating others; effective communication; leadership; effectiveness in dynamic environments; and promoting change.

A wide range of specialist skills are introduced through a choice of majors and sub-majors.

Admission requirements

Graduate Certificate in Business Administration

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma in Business Administration

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business Administration (Limited Work Experience)

- A degree from a recognised Australian university or other institution rated as equivalent to an Australian university by NOOSR

Master of Business Administration (MBA)

- A degree from a recognised university or other higher education institution *and* a minimum of at least four years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business Administration is completed in two years of full-time or four years of part-time study.

The Graduate Diploma in Business Administration is completed in one year of full-time or two years of part-time study.

The Graduate Certificate in Business Administration is completed in a half-year of full-time or one year of part-time study.

Course structure

The Master of Business Administration comprises 96 credit points – eight compulsory core subjects (48 credit points), plus eight elective subjects (48 credit points). The Graduate Diploma in Business Administration comprises seven of the core MBA subjects, plus one elective. The Graduate Certificate in Business Administration comprises four of the core MBA subjects.

Course program

Business Administration		Graduate Certificate (B054)	Graduate Diploma (B055)	Master's (B056 & B063)
Subject no.	Subject name			
21718	Organisation Analysis and Design	•	•	•
21813	Managing People	•	•	•
25706	Economics for Management	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
24734	Marketing Management		•	•
25742	Financial Management		•	•
21720	Employment Relations ¹		•	•
21715	Strategic Management (Capstone)			•
xxxx	Elective(s)		1	8
Credit points		24	48	96

¹ International students may undertake 21775 Comparative International Employment Relations as an alternative to this subject.

Electives

Electives in the Master of Business Administration can be taken in one of three ways: as one major (48 credit points); as two sub-majors (two 24-credit-point subjects); or as one sub-major (24 credit points) plus 24 credit points of mixed electives. To have a major or sub-major noted on a student's final transcript, a student must complete at least 75 per cent of the subjects in that major at UTS, under any approved postgraduate course. With approval, some subjects can be chosen from other UTS faculties or other universities.

Majors (48 credit points)

Students are required to complete subjects totalling 48 credit points (e.g. eight 6-credit-point subjects). While most Faculty of Business subjects are 6 credit points, except for some half-subjects (3 credit points), a number of majors offered by other faculties include subjects with more or less than 6 credit points. Students should check the credit points listed in the Subject descriptions section at the back of this handbook.

Note: Subjects that require work experience as a prerequisite are not available to students enrolled in the MBA (Limited Work Experience).

Arts Management

- 27710 Popular Culture
 - 27753 The Arts Environment in Australia
 - 27755 Arts Organisations and Management
 - 27756 Law and the Arts
- plus four of the following*

- 27752 Marketing for the Arts
- 27758 Cultural Politics: The Arts and the City
- 27763 Arts and Cultural Policy Seminar
- 27768 Arts Audience Research Methods
- 27769 Professional Practice for Graduates

Banking

- 25741 Capital Markets
- 25721 Investment Management
- 25743 Corporate Financial Analysis
- 257xx Management of Financial Risks
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 25762 Synthetic Financial Products
and either
- 25711 Securities Market Regulations
or
- 77715 Banking Law

Business Information Technology

For students with little or no IT background.

- 31511 Systems Design
- 32517 Commerce on the Internet
- 32531 Global Information Systems
- 32532 Conducting Business Electronically
- 32533 Networking Communities
- 32534 Knowledge Management
- 32606 Database
- 32607 Systems Analysis

Business Law

- 77783 International Commercial Dispute Resolution (S)
- 77942 Legal Aspects of Contracts Administration
- 77943 International Taxation Law 2

- 77946 Industrial Law
- 77947 Companies and Securities Law
- 77949 International Business Law
- 77953 International Taxation Law 1
- 79708 Contemporary Business Law
- 79771 Dispute Resolution (S)

E-Business Management

Work experience is required for all subjects in this major.

Choose eight of the following

- 21827 Change Management
- 21853 Strategic Competitive Advantage in the Digital Age
- 21854 Innovation and Entrepreneurship
- 21859 The Virtual Value Chain
- 22759 Accounting and ERP
- 24721 Scenario Planning – New Technology Change Agents
- 24737 E-Business Marketing
- 25841 Company Valuation and its Implications for E-Business
- 32532 Conducting Business Electronically
- 49228 Enabling E-Business Technologies
- 77886 Telecommunications and Media Law

E-Business Marketing

- 24737 E-Business Marketing
- 24706 Services Marketing
- 24715 Strategic Marketing for Electronic Business
- 24722 Customer Interaction and Behaviour
- 24723 Business-to-business Electronic Marketing
- 24716 Research Project in E-Business Marketing *plus two of the following*
- 24717 Marketing Entrepreneurship in Electronic Business
- 24724 Global E-Business Marketing
- 24725 Marketing Knowledge Creation and Management
- 77887 Legal Issues in E-Commerce

Engineering Management and Policy

- 49001 Judgment and Decision Making
- 49002 Project Management
- 49004 Systems Engineering for Managers
- 49006 Risk Management in Engineering
- 49012 Project Management Support Systems
- 49013 Managing Information Technology in Engineering
- 49122 Ecology and Sustainability
- 49309 Quality Planning and Analysis
- 49318 Manufacturing Systems Management

Facility Management

Work experience is required for all subjects in this major.

- 17550 Environmental Economics
- 17540 Facility Economics
- or*
- 17560 Research Project

Finance

- 25705 Financial Modelling and Forecasting
- 25741 Capital Markets
- 25721 Investment Management
- 25743 Corporate Financial Analysis
- 25765 Corporate Finance
- 25731 International Finance
- plus 12 credit points from the following*
- 25841 Company Valuation and its Implications for E-Business
- 25763 Corporate Treasury Management
- 25762 Synthetic Financial Products
- 25807 Mergers and Acquisitions (3cp)
- 25824 Project Financing (3cp)

General Management

- 21717 International Management
- 21722 Leadership and Management Action
- 21741 Operations Management
- 21779 Management Skills
- 21784 Global Business Competitive Intelligence
- 21811 Global Strategic Management
- 21832 Managing for Sustainability
- 21835 Human Resource Management Practices

International Business

- 21717 International Management
- 21784 Global Business Competitive Intelligence
- 21811 Global Strategic Management
- 22777 International Accounting
- 24738 International Marketing Management
- 24743 Contemporary Issues in International Marketing
- 25731 International Finance
- 77949 International Business Law

International Marketing

- 24700 Promotion and Advertising Overseas
- 24703 Marketing and International Trade Relations
- 24705 Marketing Projects and Services Overseas
- 24724 Global E-Business Marketing
- 24738 International Marketing Management
- 24743 Contemporary Issues in International Marketing
- 24744 Competitive International Marketing Strategy
- 24755 Applied International Marketing Research
- 24791 Business Project – International Marketing

106 Postgraduate courses

Marketing

- 24706 Services Marketing
- 24707 Business-to-business Marketing
- 24710 Buyer Behaviour
- 24730 Advanced Marketing Management
- 24736 Marketing Communications
- 24738 International Marketing Management
- 24790 Business Project – Marketing
- 24737 E-Business Marketing
- or*
- 24720 Marketing Research

Operations Management

- 21741 Operations Management
- 21742 Quantitative Management
- 21743 Quality Management Systems
- 21744 Materials Management
- 21745 Service Operations Management
- 21749 Computer Based Information Systems for Managers
- 21797 Managing the Supply Chain
- 21832 Managing for Sustainability

Organisational Learning and Change

Work experience is required for all subjects in this major.

- 013339 Skills, Technology and Workplace Learning
- 013363 Supporting Workplace Learning and Reform
- 013367 Cultural Diversity in the Workplace: Management and Learning
- 21722 Leadership and Management Action
- 21730 Workshop in Advanced Managerial Skills
- 21827 Change Management
- or*
- 21725 Organisational Change and Adaptation
plus two of the following
- 013332 Understanding Adult Education and Training
- 013337 Managing Change in Organisations
- 21724 Human Resource Management
- 21833 Strategic Management of the Global Workforce

Professional Accounting

- 22705 Management Planning and Control
- 22730 Assurance for Business Systems and Information
- 22743 Business Valuation and Financial Analysis
- 22748 Financial Reporting and Analysis
- 22753 Business Analysis
- 22754 Corporate Accounting
- 77938 Introduction to Taxation Law
- 77947 Companies and Securities Law

Project Management

Work experience is required for all subjects in this major.

- 17101 Project Process 1
- 17201 Project Process 2
- 17301 Project Process 3
- 17401 Project Process 4
- 17105 Industry-specific Project Process 1
- 17205 Industry-specific Project Process 2
- 17305 Project Technologies 1
- 17405 Project Technologies 2

Property Development

Work experience is required for all subjects in this major.

- 17701 Environment and Control
- 17703 Property Taxation
- 17704 Advanced Property Finance
- 17517 Research Methodology
- 17705 Contemporary Issues in Property
- 17706 Research Project – Master in Property Development

Sport Management

- 27715 Sport Management
- 27716 Sport Marketing
- 27717 Event and Facility Management
- 27718 Sport and the Law
- 27721 Sport Globalisation
- 27762 Sports Management Seminar
- 27764 Analysis of the Olympic Games
- 56744 Public Relations Management

Strategic Information Technology

For students with an undergraduate IT background.

- 32517 Commerce on the Internet
- 32531 Global Information Systems
- 32532 Conducting Business Electronically
- 32533 Networking Communities
- 32534 Knowledge Management

Work experience is required for the following subjects:

- 32204 Advanced Data Management
- 32208 Information Processing Strategy
- 32604 Systems Integration

Tourism Management

- 27700 Sustainable Tourism Management
- 27705 Tourism Systems
- 27706 Tourism Strategy and Operations
- 27707 Applied Research Methods
- 27708 The Travel and Tourism Industry
- 27711 Leisure and Tourism Planning
- 27767 Tourist Behaviour
- 27807 Tourism Marketing

Urban Estate Management

Work experience is required for all subjects in this major.

- 12511 Building Technology and Regulation
- 12515 Property Life Cycle
- 12518 Property Transactions
- 125240 Property Development (Extended)
- 12525 Property Analysis 1
- 12535 Property Analysis 2
- 171200 Heritage and Development (Extended)
- 17701 Environment and Control

Sub-majors (24 credit points)

Students are required to complete subjects totalling 24 credit points (e.g. four 6-credit-point subjects). While most Faculty of Business subjects are 6 credit points, except for some half-subjects (3 credit points), a number of sub-majors offered by other faculties include subjects with more or less than 6 credit points. Students should check the credit points listed in the Subject descriptions section at the back of this handbook.

Note: Subjects that require work experience as a prerequisite are not available to students enrolled in the MBA (Limited Work Experience).

Accounting Systems and Business Solutions

- 22708 Accounting Information Systems
- 22759 Accounting and ERP
- 22782 Business Process Integration with ERP *plus one of the following*
- 22766 Assurance for Business Information Systems
- 22797 Business Intelligence 1: Advanced Analysis
- 22783 Business Intelligence 2: Advanced Planning

Adult Communication Management

- 013205 Adult Communication Management and Teamwork
- 013206 Adult Communication Management and Organisational Frames
- 013343 Adult Communication Management and Interpersonal Relations
- 013344 Adult Communication Management and Organisational Development

Advanced Corporate Finance

Work experience is required for all subjects in this sub-major.

- 25762 Synthetic Financial Products
- 25763 Corporate Treasury Management
- 25765 Corporate Finance *plus two of the following*

- 25764 Venture Capital Finance
- 25807 Mergers and Acquisitions
- 25812 Fundraising in International Markets
- 25824 Project Financing

Arts Management

- 27710 Popular Culture
- 27753 The Arts Environment in Australia
- 27755 Arts Organisations and Management
- 27756 Law and the Arts

Banking

- 25741 Capital Markets
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 257xx Management of Financial Risks

Business Economics

- 25705 Financial Modelling and Forecasting
- 25707 Government-Business Relations
- 25736 Asian-Australian Economic Relations
- 25822 Industry Economics
- 25823 Resource Economics

Business Information Technology

For students with little or no IT background.

- 32517 Commerce on the Internet
- 32531 Global Information Systems
- 32532 Conducting Business Electronically
- 32606 Database
- 32607 Systems Analysis

Business Law

- 77783 International Commercial Dispute Resolution (S)
- 77942 Legal Aspects of Contracts Administration
- 77943 International Taxation Law 2
- 77947 Companies and Securities Law
- 77953 International Taxation Law 1

Community Management

Work experience is required for all subjects in this sub-major.

- 21766 Managing Community Organisations
- 21767 Third Sector: Theory and Context
- 21778 Developing Financial Resources
- 79794 Legal Issues for Community Managers

Dispute Resolution

- 77745 Negotiation
- 77746 Advanced Mediation
- 77761 Dispute Resolution in Commerce
- 77762 Industrial Dispute Resolution
- 79771 Dispute Resolution (S)

E-Business Marketing

- 24715 Strategic Marketing for Electronic Business
- 24737 E-Business Marketing
plus two of the following
- 24716 Research Project in E-Business Marketing
- 24717 Marketing Entrepreneurship in Electronic Business
- 24722 Customer Interaction and Behaviour
- 24723 Business-to-business Electronic Marketing

E-Enabling Skills

Work experience is required for all subjects in this sub-major.

Choose four of the following

- 21859 The Virtual Value Chain
- 22759 Accounting and ERP
- 25841 Company Valuation and its Implications for E-Business
- 32532 Conducting Business Electronically
- 49228 Enabling E-Business Technologies
- 77886 Telecommunications and Media Law

E-Strategy

Work experience is required for all subjects in this sub-major.

Choose four of the following

- 21827 Change Management
- 21853 Strategic Competitive Advantage in the Digital Age
- 21854 Innovation and Entrepreneurship
- 24721 Scenario Planning – New Technology Change Agents
- 24737 E-Business Marketing

Employment Relations

- 21702 Industrial Relations
- 21760 Employment Conditions
- 21775 Comparative International Employment Relations
- 21833 Strategic Management of the Global Workforce
- 21835 Human Resource Management Practices
or
- 21724 Human Resource Management (work experience required)

Engineering Management

- 49001 Judgment and Decision Making
- 49002 Project Management
- 49004 Systems Engineering for Managers
- 49012 Project Management Support Systems
- 49309 Quality Planning and Analysis

Engineering Policy

- 49006 Risk Management in Engineering
- 49013 Managing Information Technology in Engineering
- 49095 Infrastructure Planning
- 49122 Ecology and Sustainability
- 49318 Manufacturing Systems Management

Executive Management

Work experience is required for all subjects in this sub-major.

- 21730 Workshop in Advanced Managerial Skills
- 21827 Change Management
- 21837 Strategic Operations Management
- 21843 Managing Intelligence for Global Business

Finance

- 25705 Financial Modelling and Forecasting
- 25721 Investment Management
- 25731 International Finance
- 25741 Capital Markets
- 25743 Corporate Financial Analysis

Financial Analysis Skills

- 22748 Financial Reporting and Analysis
- 22753 Business Analysis
- 22760 Introduction to Research and Consulting Skills
- 22743 Business Valuation and Financial Analysis
or
- 25743 Corporate Financial Analysis

Financial Aspects of Corporate Governance

- 22748 Financial Reporting and Analysis
- 22751 Current Issues in Financial Accounting
- 22779 Financial Aspects of Corporate Governance
- 22743 Business Valuation and Financial Analysis
or
- 25743 Corporate Financial Analysis

Funds Management

- 25721 Investment Management
 - 25741 Capital Markets
- Work experience is required for the following subjects in this sub-major.
- 25817 Fixed Incomes Securities
 - 25818 Real Estate Finance and Investment
 - 25819 Share Market Analysis
 - 25821 Yield Curve Analysis

Health Management

- 21728 Public Sector Management
- 21739 Health Funding Policy and Resource Management
- 21822 International Health Management
- 92775 Contemporary Issues in Health Care
- 92794 Power and Politics in Health Care

International Business

- 21717 International Management
- 21784 Global Business Competitive Intelligence
- 24738 International Marketing Management
- 25731 International Finance

International Management

- 21717 International Management
- 21775 Comparative International Employment Relations
- 21784 Global Business Competitive Intelligence
- 21811 Global Strategic Management

International Marketing

- 24700 Promotion and Advertising Overseas
- 24738 International Marketing Management
- 24743 Contemporary Issues in International Marketing
- 24744 Competitive International Marketing Strategy

Knowledge Management

- 57002 Electronic Information Systems Design
- 57004 Information Environments and Networks
- 57007 Knowledge Management

Leisure Management

- 27701 Leisure Industry
- 27702 Applied Leisure Theory
- 27711 Leisure and Tourism Planning
- 27713 Leisure Management

Management Skills

- 21717 International Management
- 21722 Leadership and Management Action
- 21725 Organisational Change and Adaptation (work experience required)
- 21779 Management Skills
- 21784 Global Business Competitive Intelligence
- 27720 Management Development Outdoors

Marketing

- 24710 Buyer Behaviour
- 24730 Advanced Marketing Management
- 24738 International Marketing Management
- 24737 E-Business Marketing
- or*
- 24720 Marketing Research

Operations Management

- 21741 Operations Management
- 21742 Quantitative Management
- 21743 Quality Management Systems
- 21747 Operations Management Policy
- 21832 Managing for Sustainability

Project Management

Work experience is required for all subjects in this sub-major.

- 17101 Project Process 1
- 17201 Project Process 2
- 17301 Project Process 3
- 17401 Project Process 4

Public Relations

- 57023 Communicating with Publics
- 57024 Managing Public Relations Campaigns
- 57026 Strategic Communication and Negotiation

Quantitative Finance

- 25832 Financial Markets Instruments
- 35365 Stochastic Calculus in Finance
- 25833 Derivatives
- 25834 Portfolio Analysis

Sport Management

- 27715 Sport Management
- 27716 Sport Marketing
- 27718 Sport and the Law
- 27721 Sport Globalisation

Strategic Information Technology

For students with an undergraduate IT background.

- 32517 Commerce on the Internet
- 32531 Global Information Systems
- 32532 Conducting Business Electronically
- 32533 Networking Communities

Strategic Resource Management

- 22705 Management Planning and Control
- 22744 Strategic Resource Management
- 22753 Business Analysis
- 22795 Strategic Management Reporting

Strategic Supply Management

- 21797 Managing the Supply Chain
- 21798 Strategic Supply Management *plus two of the following*
- 21784 Global Business Competitive Intelligence
- 21811 Global Strategic Management
- 24707 Business to Business Marketing
- 77942 Legal Aspects of Contracts Administration

Strategy

21784	Global Business Competitive Intelligence
21798	Strategic Supply Management
21811	Global Strategic Management
21832	Managing for Sustainability
21833	Strategic Management in the Global Workforce

Sustainability and Responsible Business

21700	State, Market and Civil Society
21832	Managing for Sustainability
21842	Managing Responsible Business
22765	Environmental Accounting
77888	Legal Regulation of the Environment

Taxation Law

77838	Capital Gains Tax (LS)
77840	Tax Administration (LS)
77900	Goods and Services Tax
77945	Advanced Taxation
77954	Contemporary Issues in Taxation
—	Taxation Module ¹

¹ This subject is available only as part of the ICAA Professional Year Program. Successful completion of the program results in exemption from this subject.

Tourism Management

27700	Sustainable Tourism Management
27705	Tourism Systems
27708	The Travel and Tourism Industry
27767	Tourist Behaviour

Urban Estate Management

Work experience is required for all subjects in this sub-major.

12511	Building Technology and Regulation
12518	Property Transactions
12525	Property Analysis 1
17701	Environment and Control

Master of Business Administration (Mandarin International)

- ◆ Course code: B059
 - ◆ Testamur title: Master of Business Administration
 - ◆ Abbreviation: MBA
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Business Administration (Mandarin International)

- ◆ Course code: B065
 - ◆ Testamur title: Graduate Diploma in Business Administration
 - ◆ Abbreviation: GradDipBusAdmin
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Business Administration (Mandarin International)

- ◆ Course code: B064
 - ◆ Testamur title: Graduate Certificate in Business Administration
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

The Graduate Certificate in Business Administration (Mandarin International) provides foundation skills used in the general management of a business enterprise for non-graduates who have extensive business experience. The program serves as a mechanism for provisional entry of suitably qualified non-graduates into the MBA(MI).

The Graduate Diploma in Business Administration (Mandarin International) is designed to provide a basis for the development of careers in management for graduates who have not previously undertaken administrative studies degree courses and who require a foundation in business administration skills.

The Master of Business Administration (Mandarin International) is the first MBA program within Australia taught in Mandarin. The MBA(MI) provides the knowledge and skills that are essential for superior management performance.

General management skills develop expertise in strategic thinking; critical analysis; developing and implementing plans; decision making under uncertainty; understanding organisational dynamics; motivating others; effective communication; leadership; effectiveness in dynamic environments; and promoting change.

Functional skills develop competency in a number of key disciplines, including economics; accounting; finance; marketing; and human resource management.

Admission requirements

Graduate Certificate in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, or a diploma with at least five years' practical experience in industry, commerce or government. English language skills with an IELTS score of at least 5.0 (Academic Module – Reading and Writing Sections) or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

Graduate Diploma in Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, English language skills with an IELTS score of at least 5.0 (Academic Module – Reading and Writing Sections) or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

Master of Business Administration (Mandarin International)

The general admission requirements are an undergraduate degree from a recognised university or equivalent institution, English language skills with an IELTS score of at least 5.0 (Academic Module – Reading and Writing Sections) or a minimum total score of 510 with a TWE of 3.0 (paper-based) or a total score of 173 with an essay rating of 3.5 (computer-based) in the TOEFL test and an appropriate level of Mandarin language skills.

Course duration

The Master of Business Administration (Mandarin International) is completed in two years of full-time, or four years of part-time study.

The Graduate Diploma in Business Administration (Mandarin International) is completed in one year of full-time, or two years of part-time study.

The Graduate Certificate in Business Administration (Mandarin International) is completed in a half-year of full-time, or one year of part-time study.

Course structure

The course structure of the MBA(MI) program is the same as the current MBA offered by the Faculty of Business. See course program on following page.

Course program

Business Administration (Mandarin International)		Graduate Certificate (B064)	Graduate Diploma (B065)	Master's (B059)
Subject no.	Subject name			
28701	Business and the Changing Environment		•	•
21813	Managing People	•	•	•
25706	Economics for Management	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
24734	Marketing Management	•	•	•
	<i>or</i>			
25742	Financial Management	•	•	•
	<i>or</i>			
21720	Employment Relations	•	•	•
21715	Strategic Management [Capstone]			•
xxxxx	Options and Elective(s)		1	8
Credit points		24	48	96

Options

- 21741 Operations Management
- 21779 Management Skills
- 22753 Business Analysis
- 79708 Contemporary Business Law

Electives

Finance Strand

- 25721 Investment Management
- 25731 International Finance
- 25741 Capital Markets
- 25743 Corporate Financial Analysis

International Business Strand

- 21717 International Management
- 21784 Global Business Competitive Intelligence
- 24738 International Marketing Management
- 25731 International Finance

Articulation and progression

Transfer to the MBA(MI) may be granted to students completing either the Graduate Diploma or Graduate Certificate in Business Administration (Mandarin International) who achieve a minimum of Credit average. In the case of a transfer, the student does not graduate from the original award.

Students may transfer to the MBA(MI) after completing the Graduate Certificate provided a Credit average has been achieved. Alternatively, transfer can be made after completing the eight subjects of the Graduate Diploma.

Students who achieve a Credit average in the Graduate Certificate program are permitted to articulate into the MBA(MI) and will be given exemptions for the subjects completed in the Graduate Certificate. Students who fail to satisfy the Credit average requirements for direct entry to the MBA(MI) may be permitted to articulate into the Graduate Diploma.

Other information

Further details are available from the Course Director, Graduate School of Business, telephone (02) 9514 3556.

Master of Business Administration (Professional Accounting)

- ◆ Course code: B066
- ◆ Testamur title: Master of Business Administration
- ◆ Abbreviation: MBA
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The MBA (Professional Accounting) offers graduates in disciplines other than accounting, and non-university qualified accountants, such as TAFE Diplomates with extensive accounting experience, the opportunity to become accountants or to improve their accounting knowledge.

The information required to assess an organisation's performance has transcended the financial arena and now encompasses such information as: measuring environmental risk; examining the adequacy of governance and control mechanisms; addressing the effectiveness of quality management processes; assessing control over treasury operations; and benchmarking corporate strategy development.

Industry demand for well-rounded, high quality accounting managers has never been higher. As well as expecting superior professionals, employers now require accountants to be good team players with excellent interpersonal skills, and a mature understanding of the business environment in which they operate.

Admission requirements

- A degree from a recognised university or other higher education institution
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The program is a four-year, part-time, or two-year, full-time course.

Course structure

The program consists of eight compulsory business administration core subjects and eight professional accounting specialised subjects.

Course program

MBA (Professional Accounting)		Master's (B066)
Subject no.	Subject name	
21718	Organisation Analysis and Design	•
25706	Economics for Management	•
22747	Accounting for Managerial Decisions	•
21813	Managing People	•
24734	Marketing Management	•
25742	Financial Management	•
21720	Employment Relations	•
21715	Strategic Management (Capstone)	•
Professional Accounting specialisation		
22753	Business Analysis	•
22748	Financial Reporting and Analysis	•
77938	Introduction to Taxation Law	•
22743	Business Valuation and Financial Analysis	•
22705	Management Planning and Control	•
22754	Corporate Accounting	•
77947	Companies and Securities Law	•
22730	Assurance for Business Systems and Information	•
Credit points		96

Note: To comply with CPA Australia and ICAA professional accounting accreditation requirements, in addition to the above 16 subjects, graduates of non-accounting degrees must also pass by examination 79708 Contemporary Business Law or an equivalent introductory business law subject.

Professional recognition

The MBA (Professional Accounting) is accredited by ICAA and CPA Australia as it meets the formal academic requirements for membership. All graduates must then complete the professional study programs of those bodies in order to gain full membership.

Executive Master of Business Administration

- ◆ Course code: B078
- ◆ Testamur title: Executive Master of Business Administration
- ◆ Abbreviation: MBA
- ◆ Course fee: \$3,000 per subject (local) to be advised (international)

The Executive MBA is designed for experienced managers with considerable high-level work experience who are looking for a postgraduate degree focusing on business and leadership skills. The emphasis of the course is on integrative teaching using case studies, and the inclusion of material from emerging disciplines such as e-business. The Executive MBA is structured in such a way that students progress through the degree in a group. The cohort model is designed to foster esprit de corps and encourage cooperative relationships, with a focus on leadership and group dynamics. Students in the Executive MBA are required to undertake two core subjects in residence, and will be taught separately from other graduate students.

Admission requirements

The general admission requirements are a degree from a recognised university or equivalent institution and in excess of six years' work experience in a significant managerial role.

Advanced standing

Students in the Executive MBA will not be granted advanced standing for any prior studies.

Course duration

Teaching is conducted in sequential, eight week blocks. This allows for rapid progression through the program with completion expected in two years.

Course structure

The Executive MBA comprises 96 credit points, made up of nine 8-credit-point core subjects, and 24 credit points of electives. The first and last core subjects are taught in residence.

Course program

Executive MBA		Master's (B078)
Subject no.	Subject name	
27725	Applied Leadership and Strategy	•
25726	Managerial Economics	•
22767	Financial Analysis Using Financial Statements	•
24728	Global Marketing Management	•
25727	Managerial Finance	•
22768	Decision Support in Contemporary Organisations	•
21840	Executive Knowledge Management	•
24727	Electronic Business and Marketing	•
21841	Corporate Governance and Strategic Direction	•
xxxxx	Elective credit points	24
Credit points		96

Electives

Students may complete the 24 credit point elective requirements by taking a sub-major from the MBA (B056), or by taking elective subjects of interest up to 24 credit points, or complete a 24 credit point project (subject to approval of the Head, Graduate School of Business and the availability of a suitable supervisor). Alternatively, students may undertake the in-depth Management specialisation listed below, which is only available to Executive MBA students, and is offered in sequential cohort mode.

Management specialisation

- 21862 Motivating and Managing People
- 21863 Changing the Organisational Design
- 21864 Global Strategic Thinking

Articulation and progression

Transfer will not be permitted from any existing Graduate School of Business program to the Executive MBA. Transfer out of the Executive MBA will only be permitted in extraordinary circumstances at the discretion of the Head, Graduate School of Business.

MASTER OF BUSINESS PROGRAM

Accounting

Master of Business in Accounting

- ◆ Course code: BA56
- ◆ Testamur title: Master of Business in Accounting
- ◆ Abbreviation: MBus
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Certificate in Accounting

- ◆ Course code: BA62
- ◆ Testamur title: Graduate Certificate in Accounting
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The Graduate Certificate in Accounting provides a general understanding of the basic elements of accounting and related areas of study. It is designed for students without a strong undergraduate background in accounting who need to acquire or update some of the key basic building blocks before proceeding to advanced level subjects in a Master's program. The Graduate Certificate is also appropriate for students who have no undergraduate degree but extensive practical experience, and who can use the program to prove their ability to undertake postgraduate study.

The Master of Business in Accounting provides advanced level study in a range of contemporary accounting issues. The combination of core subjects and electives is designed to offer the student the flexibility of specialising in either financial or management accounting, or a combination of both.

Note: The Master of Business in Accounting (BA56) is not recognised by CPA Australia as meeting the membership entry requirements for applicants who do not have a recognised undergraduate degree. Such applicants should enrol in the MBA (Professional Accounting). However, applicants with a recognised undergraduate degree can include CPA Australia accredited postgraduate subjects in their Master of Business in Accounting program in order to meet the accounting

studies requirements for CPA Australia membership. It is recommended that applicants obtain an assessment from CPA Australia of the subjects they will be required to complete before enrolling in their program and then discuss this assessment with the Course Coordinator. An assessment form is available online, under 'Membership', at:

www.cpaonline.com.au

or contact the NSW Office on telephone (02) 9375 6200

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Accounting is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Certificate in Accounting is one year of part-time, or a half-year of full-time study.

Course structure

The Master of Business in Accounting comprises 72 credit points – six compulsory core subjects (36 credit points), plus six advanced elective subjects (36 credit points). The Graduate Certificate in Accounting comprises four of the above core subjects.

Course program

Accounting		Graduate Certificate (BA62)	Master's (BA56)
Subject no.	Subject name		
25742	Financial Management	•	•
22747	Accounting for Managerial Decisions	•	•
77947	Companies and Securities Law	•	•
22746	Managerial Accounting	•	•
22705	Management Planning and Control		•
22751	Current Issues in Financial Accounting		•
xxxxx	Elective credit points		36
Credit points		24	72

Electives can be taken in one of three ways: as two sub-majors (18 credit points each); as one sub-major (18 credit points) plus 18 credit points of mixed electives; or as 36 credit points of mixed electives. All electives listed below are 6 credit points each.

Sub-majors (18 credit points)

Electives are available in the following sub-majors that enable students to pursue an in-depth study of a particular area:

Accounting Systems and Business Solutions

- 22759 Accounting and ERP
 22782 Business Process Integration with ERP *and either*
 22708 Accounting Information Systems
or
 22766 Assurance for Business Information Systems

Financial Analysis Skills

- 22743 Business Valuation and Financial Analysis
 22748 Financial Reporting and Analysis
 22760 Introduction to Research and Consulting Skills

Financial Aspects of Corporate Governance

- 22730 Assurance for Business Systems and Information
 22743 Business Valuation and Financial Analysis
 22779 Financial Aspects of Corporate Governance

Strategic Resource Management

- 22708 Accounting Information Systems
 22744 Strategic Resource Management
 22795 Strategic Management Reporting

Electives

Alternatively, students may choose electives from the list below:

- 22708 Accounting Information Systems
 22730 Assurance for Business Systems and Information
 22743 Business Valuation and Financial Analysis
 22744 Strategic Resource Management
 22748 Financial Reporting and Analysis
 22753 Business Analysis
 22754 Corporate Accounting
 22759 Accounting and ERP
 22760 Introduction to Research and Consulting Skills
 22765 Environmental Accounting
 22766 Assurance for Business Information Systems
 22777 International Accounting
 22778 Advanced E-Business Assurance
 22779 Financial Aspects of Corporate Governance
 22782 Business Process Integration with ERP
 22783 Business Intelligence 2: Advanced Planning
 22786 Research Seminars in Accounting
 22795 Strategic Management Reporting
 22797 Business Intelligence 1: Advanced Analysis
 xxxxx any two other electives approved by the Course Director

Accounting and Finance

Master of Business in Accounting and Finance

- ◆ Course code: BA57
- ◆ Testamur title: Master of Business in Accounting and Finance
- ◆ Abbreviation: MBus
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Diploma in Accounting and Finance

- ◆ Course code: BA53
- ◆ Testamur title: Graduate Diploma in Accounting and Finance
- ◆ Abbreviation: GradDipAccFin
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Certificate in Accounting and Finance

- ◆ Course code: BA60
- ◆ Testamur title: Graduate Certificate in Accounting and Finance
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The Graduate Certificate in Accounting and Finance provides a general understanding of the basic elements of accounting and finance. It is designed for students without a strong undergraduate background in accounting and/or finance who need to acquire or update some of the key basic building blocks before proceeding to advanced level subjects in a Master's program. It is also appropriate for students who have no undergraduate degree but extensive practical experience, and who can use the program to prove their ability to undertake postgraduate study.

The Graduate Diploma in Accounting and Finance extends the Graduate Certificate to provide advanced level material in core contemporary accounting and finance issues.

The Master of Business in Accounting and Finance provides advanced level study in a range of contemporary accounting and finance issues. The combination of core subjects and electives equally chosen from both accounting and finance subjects is designed to offer a balanced coverage of both

disciplines. Within the electives structure, students have scope for some specialisation in both accounting and finance areas.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Accounting and Finance is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in Accounting and Finance is two years of part-time, or one year of full-time study.

The Graduate Certificate in Accounting and Finance is one year of part-time, or a half-year of full-time study.

Course structure

In the Master of Business in Accounting and Finance two electives must be selected from the prescribed list of Accounting subjects and two from the prescribed list of Finance subjects on the following page.

Course program

Accounting and Finance		Graduate Certificate (BA60)	Graduate Diploma (BA53)	Master's (BA57)
Subject no	Subject name			
25742	Financial Management	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
25705	Financial Modelling and Forecasting	•	•	•
22746	Managerial Accounting	•	•	•
22705	Management Planning and Control		•	•
25765	Corporate Finance		•	•
25741	Capital Markets		•	•
22748	Financial Reporting and Analysis		•	•
xxxxx	Elective credit points			24
Credit points		24	48	72

Electives

Accounting

22708	Accounting Information Systems
22730	Assurance for Business Systems and Information
22743	Business Valuation and Financial Analysis ¹
22744	Strategic Resource Management
22751	Current Issues in Financial Accounting
22753	Business Analysis
22754	Corporate Accounting
22759	Accounting and ERP
22760	Introduction to Research and Consulting Skills
22765	Environmental Accounting
22766	Assurance for Business Information Systems
22777	International Accounting
22778	Advanced E-Business Assurance
22779	Financial Aspects of Corporate Governance
22782	Business Process Integration with ERP
22783	Business Intelligence 2: Advanced Planning
22786	Research Seminars in Accounting
22795	Strategic Management Reporting
22797	Business Intelligence 1: Advanced Analysis

Finance

25721	Investment Management
25731	International Finance
25743	Corporate Financial Analysis ¹
25762	Synthetic Financial Products
25763	Corporate Treasury Management
The following 3-credit-point subjects (half subjects) are also available:	
25764	Venture Capital Finance
25805	Exotic Derivatives
25806	Interest Rate Derivatives
25807	Mergers and Acquisitions
25808	Credit Risk
25809	Technical Analysis
25810	Market Risk
25811	Swaps
25812	Fundraising in International Markets
25813	Financial Negotiation Skills
25815	Asian Capital Markets

¹ Subjects 22743 Business Valuation and Financial Analysis and 25743 Corporate Financial Analysis are deemed to be equivalent.

Banking

Graduate Certificate in Banking

- ◆ Course code: BF56
- ◆ Testamur title: Graduate Certificate in Banking
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The skills required by people in the finance industry, whether it be in banking or corporate finance, have been changing over the last decade, under the influence of modern technology, deregulation and globalisation of the financial system.

The purpose of this course is to provide banking practitioners with the opportunity to acquire performance-enhancing skills and expertise in the finance industry. The course will provide the knowledge and skills required of the modern successful banker.

Admission requirements

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Course duration

The course duration is one year, part time.

Course program

Banking		Graduate Certificate (BF56)
Subject no.	Subject name	
25741	Capital Markets	•
25751	Financial Institution Management	•
25752	Financial Institution Lending	•
25721	Investment Management	•
	<i>or</i>	
25711	Securities Market Regulations ¹	•
Credit points		24

¹ Students seeking recognition for AIBF membership must do 25711 Securities Market Regulations.

Articulation and progression

Students who have successfully completed the course at a Credit average (and without any failures) may be eligible to apply for entry to the Master of Business in Finance (see page 127). Exemptions for the four subjects studied and passed in the Graduate Certificate will be granted.

Professional recognition

The successful completion of the Graduate Certificate in Banking may provide graduates with qualifications for Senior Associate membership of the Australian Institute of Banking and Finance.

Business Operations Management

Master of Business in Business Operations Management

- ◆ Course code: BB64
 - ◆ Testamur title: Master of Business in Business Operations Management
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Business Operations Management

- ◆ Course code: BB55
 - ◆ Testamur title: Graduate Diploma in Business Operations Management
 - ◆ Abbreviation: GradDipBusOpsM
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Business Operations Management

- ◆ Course code: BB71
 - ◆ Testamur title: Graduate Certificate in Business Operations Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

New technology, particularly in the area of information, new management approaches such as quality management, and the pressures of global competition, have placed a premium on those who have a broad understanding of how to plan and manage complex business processes. The Business Operations Management courses are aimed at those who wish to gain significant insight and skills in these areas. The courses are specifically designed to cater for the needs of those employed in service industries (e.g. banking and insurance) as well as in areas traditionally associated with business operations management (e.g. manufacturing).

The Graduate Certificate in Business Operations Management provides a solid introduction to business operations management for those wishing to gain some experience in this area.

The Graduate Diploma in Business Operations extends the Graduate Certificate and provides the opportunity for some specialisation.

The Master of Business in Business Operations Management provides the opportunity for students to complete a significant project in an area of interest to them.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course program

Business Operations Management		Graduate Certificate (BB71)	Graduate Diploma (BB55)	Master's (BB64)
Subject no.	Subject name			
21741	Operations Management	•	•	•
21742	Quantitative Management	•	•	•
21743	Quality Management Systems	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
	<i>or</i>			
21813	Managing People	•	•	•
21744	Materials Management		•	•
	<i>or</i>			
21745	Service Operations Management		•	•
21747	Operations Management Policy		•	•
xxxx	Elective credit points		6	6
21751	Management Research Methods			•
21794	Research Proposal – Operations Management			•
21795	Research Project – Operations Management			•
xxxx	Elective credit points			6
Credit points		24	48	72

Course duration

The Master of Business in Business Operations Management is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in Business Operations Management is two years of part-time, or one year of full-time study.

The Graduate Certificate in Business Operations Management is one year of part-time, or a half-year of full-time study.

Electives

- 21717 International Management
- 21718 Organisation Analysis and Design
- 21720 Employment Relations
- 21749 Computer-based Information Systems for Managers
- 21779 Management Skills
- 21832 Managing for Sustainability
- 22782 Business Process Integration with ERP
- 24734 Marketing Management
- xxxxx Any one other elective approved by the Course Director

E-Business

Master of Business in E-Business

- ◆ Course code: B085
- ◆ Testamur title: Master of Business in E-Business
- ◆ Abbreviation: MBus
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Diploma in E-Business

- ◆ Course code: B084
- ◆ Testamur title: Graduate Diploma in E-Business
- ◆ Abbreviation: GradDipEBus
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Certificate in E-Business

- ◆ Course code: B083
- ◆ Testamur title: Graduate Certificate in E-Business
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The E-Business program equips the modern manager with the management and technological skills required to operate successfully in the Asia-Pacific region's largest growing industry, telecommunications and media. Students will gain in-depth knowledge of management theory and practice focused on the effects of e-business on the national and corporate agenda. Students will analyse key e-business technological and management issues and examine their effect on industry and corporate change. The program will integrate the interpersonal, organisational, strategic and technological skills required for managers in the global e-business environment.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience

or

- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
- or*
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in E-Business is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in E-Business is two years of part-time, or one year of full-time study.

The Graduate Certificate in E-Business is one year of part-time, or a half-year of full-time study.

Course structure

The Master of Business in E-Business comprises 72 credit points – six core subjects (36 credit points), plus six elective subjects (36 credit points).

Course program

E-Business		Graduate Certificate (B083)	Graduate Diploma (B084)	Master's (B085)
Subject no.	Subject name			
<i>two of the following three subjects</i>				
49228	Enabling E-Business Technologies	•	•	•
32532	Conducting Business Electronically	•	•	•
77886	Telecommunications and Media Law	•	•	•
<i>plus</i>				
22747	Accounting for Managerial Decisions	•	•	•
24734	Marketing Management	•	•	•
21854	Innovation and Entrepreneurship		•	•
21853	Strategic Competitive Advantage in the Digital Age		•	•
xxxxx	Elective credit points		12	36
Credit points		24	48	72

Electives

Electives can be undertaken in one of three ways: as one major (36 credit points); as two sub-majors (18 credit points each); or as one sub-major (18 credit points) plus 18 credit points of mixed electives taken from any of the majors/sub-majors. The major or sub-major(s) completed will be noted on a student's final transcript. All subjects are 6 credit points unless otherwise stated.

Majors (36 credit points)

Accounting

- 22708 Accounting Information Systems
- 22759 Accounting and ERP
- 22782 Business Process Integration with ERP
plus three of the following
- 22797 Business Intelligence 1: Advanced Analysis
- 22766 Assurance for Business Information Systems
- 22783 Business Intelligence 2: Advanced Planning
- 22753 Business Analysis
- 25841 Company Valuation and its Implications for E-Business

E-Business Marketing

- 24737 E-Business Marketing
- 24706 Services Marketing
- 24715 Strategic Marketing in Electronic Business
plus three of the following
- 24722 Customer Interaction and Behaviour
- 24723 Business-to-business Electronic Marketing
- 24716 Research Project in E-Business Marketing
- 24717 Marketing Entrepreneurship in Electronic Business
- 24721 Scenario Planning – New Technology Change Agents
- 24725 Marketing Knowledge Creation and Management
- 24724 Global E-Business Marketing

E-Management

- 21857 Global Business Strategy in the Digital Economy
- 21860 Managing Knowledge
- 21827 Change Management
- 21859 The Virtual Value Chain
- 21865 Human Capital
- 21749 Computer-based Information Systems for Managers

Sub-majors (18 credit points)

Students must undertake at least one sub-major offered within the Faculty of Business (i.e. sub-majors with subjects commencing with the digit 2).

Accounting and Value Management

- 22708 Accounting Information Systems
 22753 Business Analysis
plus one of the following
 22759 Accounting and ERP
 22782 Business Process Integration with ERP
 22743 Business Valuation and Financial Analysis

E-Business Marketing

- 24737 E-Business Marketing
 24715 Strategic Marketing in Electronic Business
plus one of the following
 24722 Customer Interaction and Behaviour
 24723 Business-to-business Electronic Marketing
 24721 Scenario Planning – New Technology Change Agents
 24725 Marketing Knowledge Creation and Management
 24724 Global E-Business Marketing

E-Business Strategy

- 21857 Global Business Strategy in the Digital Economy
 21860 Managing Knowledge
 21859 The Virtual Value Chain

E-Management

- 21857 Global Business Strategy in the Digital Economy
 21860 Managing Knowledge
 21827 Change Management

E-Law

- Choose three of the following*
 77886 Telecommunications and Media Law
 77948 Marketing Legislation in Australia
 77949 International Business Law
 77887 Legal Issues in E-Commerce
 77859 Information Technology Law (LS)

Note: 77886 cannot be undertaken as part of this sub-major if it has previously been completed.

Engineering

- Choose three of the following*
 49228 Enabling E-Business Technologies
 49210 Website Design and Management
 49209 Advanced Web Technology
 49013 Managing Information Technology in Engineering

Note: 49228 cannot be undertaken as part of this sub-major if it has previously been completed.

Finance

- 25841 Company Valuation and its Implications
 E-Business
plus two of the following
 25741 Capital Markets
 25742 Financial Management
 25705 Financial Modelling and Forecasting

Humanities

- 57007 Knowledge Management
 57026 Strategic Communication and Negotiation
 57025 Cross-cultural and International Communication

Note: Each subject in this sub-major is 8 credit points. Students must take all three subjects to complete the sub-major, and cannot reduce their credit point load in other areas.

Information Technology

- 32531 Global Information Systems
 32530 Building Intelligent Agents
plus one of the following
 32602 Impact of Information Technology
 32703 Information Technology Strategy
 32901 Recent Advances in Computer Science

Integrated Information Management

- 22759 Accounting and ERP
 22782 Business Process Integration with ERP
plus one of the following
 22797 Business Intelligence 1: Advanced Analysis
 22783 Business Intelligence 2: Advanced Planning
 22766 Assurance for Business Information Systems

Multimedia

- 013706 E-learning Experiences: Models and Theories I
 013707 E-learning Experiences: Models and Theories II
 013708 E-learning Technologies

Note: Each subject in this sub-major is 8 credit points. Students must take all three subjects to complete the sub-major, and cannot reduce their credit point load in other areas.

Employment Relations

Master of Business in Employment Relations

- ◆ Course code: BB58
 - ◆ Testamur title: Master of Business in Employment Relations
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Employment Relations

- ◆ Course code: BB52
 - ◆ Testamur title: Graduate Diploma in Employment Relations
 - ◆ Abbreviation: GradDipEmpRels
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Employment Relations (Industrial Law)

- ◆ Course code: BB52
 - ◆ Testamur title: Graduate Diploma in Employment Relations
 - ◆ Abbreviation: GradDipEmpRels
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Employment Relations

- ◆ Course code: BB69
 - ◆ Testamur title: Graduate Certificate in Employment Relations
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

The Employment Relations program provides students with the in-depth knowledge and skills necessary to contribute at a senior level in their organisation's human resources and industrial relations functions. The courses are designed primarily for individuals who are currently employed, or show the potential for employment, at senior policy-making levels in the field of employment relations, including the specific areas of human resource management, industrial relations, occupational

health, affirmative action, training and development. The courses provide an opportunity to study in depth, and at a professional level, those factors contributing to the complexity of decision making in Australian and international employment relations and, as a result of this study, to improve the quality of their strategic management.

Industrial relations and human resource management are best taught, understood and practised as part of an integrated whole which sees the improvement of human relations at work as its key objective. While the personnel and industrial functions are sometimes separately exercised within Australian organisations, each has a pervasive impact upon the other.

Courses in employment relations are ideally suited to provide individuals who possess some experience in an area related to employment relations with the knowledge and skills to further develop their career.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution and a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or

Course program

Employment Relations		Graduate Certificate (BB69)	Graduate Diploma (BB52)	Graduate Diploma (Industrial Law) (BB52)	Master's (BB58)
Subject no.	Subject name				
21720	Employment Relations ¹	•	•	•	•
77946	Industrial Law ²	•	•	•	•
21813	Managing People	•	•		•
xxxxx	Elective	•	•		•
21724	Human Resource Management		•	•	•
21725	Organisational Change and Adaptation		•		•
21702	Industrial Relations		•	•	•
21760	Employment Conditions		•	•	•
77944	Advanced Industrial Law			•	
77950	Employment Legislation			•	
77951	Current Issues in Industrial Law			•	
21751	Management Research Methods				•
21752	Employment Relations Research Proposal				•
21775	Comparative International Employment Relations				•
21716	Employment Relations Research Project				•
Credit points		24	48	48	72

¹ International students may undertake 21775 Comparative International Employment Relations as an alternative to 21720 Employment Relations.

² Students may complete a graduate management subject in place of 77946 Industrial law where this is more suitable to their professional needs, as approved by the Course Director. Students undertaking the Graduate Diploma in Employment Relations (Industrial Law) must take 77946 Industrial Law.

- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Employment Relations is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in Employment Relations is two years of part-time, or one year of full-time study.

The Graduate Diploma in Employment Relations (Industrial Law) is two years of part-time, or one year of full-time study.

The Graduate Certificate in Employment Relations is one year of part-time, or a half-year of full-time study.

Elective

Students may choose any subject conceptually related to the course and the student's area of interest and responsibility. The choice of elective must be approved by the Course Director.

Articulation and progression

Students undertaking the Graduate Diploma in Employment Relations (Industrial Law) will be credited with the relevant eight subjects towards the Master of Business in Employment Relations.

Finance

Master of Business in Finance

- ◆ Course code: BF58
- ◆ Testamur title: Master of Business in Finance
- ◆ Abbreviation: MBus
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Diploma in Finance

- ◆ Course code: BF51
- ◆ Testamur title: Graduate Diploma in Finance
- ◆ Abbreviation: GradDipFin
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

Graduate Certificate in Finance

- ◆ Course code: BF54
- ◆ Testamur title: Graduate Certificate in Finance
- ◆ Abbreviation: none
- ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)

The Finance program provides participants with the opportunity to acquire knowledge of finance theory and techniques for leading-edge professional practice purposes.

The Graduate Certificate in Finance provides an introduction to finance theory and practice. It is of particular interest to those working in the various fields of finance and banking whose backgrounds are in a field other than business, finance, commerce or accounting.

The Graduate Diploma in Finance builds on this to provide a core of financial institution knowledge and decision-making skills for executives in financial institutions, corporations and financial consultancies.

The Master of Business in Finance provides a comprehensive range of skills and expertise expected of leading practitioners in the banking and finance sectors. Participants have the opportunity to specialise in the areas of banking, funds management, corporate finance and quantitative finance through learning strategies that cover both contemporary finance theory and leading-edge techniques

in the practice of finance and decision making. Under certain circumstances, participants may also select subjects to meet their own requirements, subject to the approval of the Course Director.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Finance is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in Finance is two years of part-time, or one year of full-time study.

The Graduate Certificate in Finance is one year of part-time, or a half-year of full-time study.

Course program

Finance		Graduate Certificate (BF54)	Graduate Diploma (BF51)	Master's (BF58)
Subject no.	Subject name			
25742	Financial Management	•	•	•
25706	Economics for Management	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
25705	Financial Modelling and Forecasting	•	•	•
25765	Corporate Finance		•	•
25741	Capital Markets		•	•
25751	Financial Institution Management		•	
25721	Investment Management ¹		•	•
xxxx	Electives			5
Credit points		24	48	72

¹ Graduate Diploma students can choose 25711 Securities Market Regulations as an alternative to 25721 Investment Management.

Electives

Elective subjects can be undertaken in the following sequences to make a strand:

Banking Strand

- 25711 Securities Market Regulations
- 25751 Financial Institution Management
- 25752 Financial Institution Lending
- 2xxxx Plus two other Finance electives

Corporate Finance Strand

- 25731 International Finance
- 25743 Corporate Financial Analysis
- 25763 Corporate Treasury Management
- 2xxxx Plus two other Finance electives

Funds Management Strand

- 25832 Synthetic Financial Products
- 25817 Fixed Income Securities (3cp)
- 25818 Real Estate Finance and Investment (3cp)
- 25819 Share Market Analysis (3cp)
- 25821 Yield Curve Analysis (3cp)
- 2xxxx Plus two other Finance electives

Quantitative Finance Strand

- 25832 Financial Markets Instruments
- 35365 Stochastic Calculus in Finance
- 25833 Derivatives
- 25834 Portfolio Analysis

Finance electives available are:

- 25709 Derivative Security Pricing
- 25710 Financial Time Series
- 25711 Securities Market Regulations
- 25712 Financial Market Stochastics
- 25731 International Finance
- 25743 Corporate Financial Analysis
- 25751 Financial Institution Management

- 25752 Financial Institution Lending
- 25753 Issues in Banking
- 25762 Synthetic Financial Products
- 25763 Corporate Treasury Management
- 25790 Business Project – Finance

The following 3-credit-point subjects (half-subjects) are also available:

- 25764 Venture Capital Finance
- 25805 Exotic Derivatives
- 25806 Interest Rate Derivatives
- 25807 Mergers and Acquisitions
- 25808 Credit Risk
- 25809 Technical Analysis
- 25810 Market Risk
- 25811 Swaps
- 25812 Fundraising in International Markets
- 25813 Financial Negotiation Skills
- 25814 Banking and Business Ethics
- 25815 Asian Capital Markets
- 25816 Computational Finance
- 25817 Fixed Income Securities
- 25818 Real Estate Finance and Investment
- 25819 Share Market Analysis
- 25820 Stochastic Simulation in Finance
- 25821 Yield Curve Analysis
- 25822 Industry Economics
- 25823 Resource Economics
- 25824 Project Financing
- 25831 Applied Portfolio Management

Articulation and progression

Completion of the Master's or Graduate Diploma programs meets the educational requirements for professional accreditation with the Australian Institute of Banking and Finance.

Financial Services

Master of Business in Financial Services

- ◆ Course code: BF65
 - ◆ Testamur title: Master of Business in Financial Services
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Insurance

- ◆ Course code: BF64
 - ◆ Testamur title: Graduate Diploma in Insurance
 - ◆ Abbreviation: GradDiplns
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Insurance

- ◆ Course code: BF63
 - ◆ Testamur title: Graduate Certificate in Insurance
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Insurance Investigation

- ◆ Course code: BF67
 - ◆ Testamur title: Graduate Diploma in Insurance Investigation
 - ◆ Abbreviation: GradDiplnsInv
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Insurance Investigation

- ◆ Course code: BF66
 - ◆ Testamur title: Graduate Certificate in Insurance Investigation
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

The Insurance and Insurance Investigation streams of the Master of Business in Financial Services provide students with knowledge of

contemporary financial management or investigation issues confronting the Australian insurance industry, and with the skills to manage these issues within the organisations where they occur. Students develop an understanding of the technical or investigative processes adopted in the insurance industry and the theoretical concepts underpinning those processes, together with contemporary developments in these areas. Students gain an understanding of the regulatory regime under which the delivery of Australian insurance-related services is directed.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education, such as relevant professional qualifications

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Financial Services is three years of part-time, or one-and-a-half years of full-time study.

Course program

Financial Services		Graduate Certificate (Insurance)	Graduate Diploma (Insurance)	Master's (Insurance major)	Graduate Certificate (Insurance Invest.)	Graduate Diploma (Insurance Invest.)	Master's (Insurance Invest. major)
		(BF63)	(BF64)	(BF65)	(BF66)	(BF67)	(BF65)
Subject no.	Subject name						
25825	Principles of Risk and Insurance (3cp)	•	•	•	•	•	•
25826	Risk Management (3cp)	•	•	•	•	•	•
25827	Liability Insurance (3cp)	•	•	•			
25828	Reinsurance	•	•	•			
25829	Property Insurance (3cp)	•	•	•			
25830	Theory of General Insurance	•	•	•			
25714	Insurance Compliance		•	•	•	•	•
25715	Insurance Economic Issues		•	•	•	•	•
25716	Insurance Portfolio Management						
	or	•	•				
25718	Insurance Financial Management						
25717	Insurance Risk Financing		•	•			
77916	Law of Evidence for Insurance Investigators				•	•	•
77917	Law of Tort for Insurance Investigators					•	•
77918	Criminal Law for Insurance Investigators					•	•
77923	Legal Aspects of Forensic Science for Insurance Investigators					•	•
77922	Insurance Law for Insurance Investigators					•	•
xxxxx	Elective credit points ²			24			24
Credit points		24	48	72	24	48	72

¹ Subject order is indicative only.

² Elective selections must be approved by the Course Director.

The Graduate Diploma in Insurance is two years of part-time, or one year of full-time study.

The Graduate Diploma in Insurance Investigation is two years of part-time, or one year of full-time study.

The Graduate Certificate in Insurance is one year of part-time, or a half-year of full-time study.

The Graduate Certificate in Insurance Investigation is one year of part-time, or a half-year of full-time study.

Electives

Students may choose any subject conceptually related to the course and the student's area of interest and responsibility. The choice of electives must be approved by the Course Director.

Professional recognition

Successful completion of the Insurance stream meets the educational requirements for professional accreditation with the Australian Insurance Institute and the Australian Association of Insurance Accountants.

Quantitative Finance

Master of Quantitative Finance

- ◆ Course code: BF69
- ◆ Testamur title: Master of Quantitative Finance
- ◆ Abbreviation: MQF
- ◆ Course fee: \$2,100 per subject (local)¹
\$7,700 per semester (international)¹

Graduate Diploma in Quantitative Finance

- ◆ Course code: BF68
- ◆ Testamur title: Graduate Diploma in Quantitative Finance
- ◆ Abbreviation: GradDipQF
- ◆ Course fee: \$2,100 per subject (local)¹
\$7,700 per semester (international)¹

The Quantitative Finance program provides participants with the opportunity to acquire the detailed specialised knowledge and the professional competency required to work as a quantitative finance analyst in the modern finance industry.

The Graduate Diploma in Quantitative Finance provides the core knowledge of the modern financial instruments and the fundamentals of the specialised quantitative finance skills required for a basic professional competency in quantitative finance.

¹ Fees subject to confirmation.

Course program

Quantitative Finance		Graduate Diploma (BF68)	Master's (BF69)
Subject no.	Subject name		
25832	Financial Markets Instruments	•	•
35364	Statistics for Quantitative Finance	•	•
25833	Derivatives	•	•
25834	Portfolio Analysis	•	•
25835	Computational Finance	•	•
25836	Financial Decision Making Under Uncertainty	•	•
28537	Financial Econometrics	•	•
35365	Stochastic Calculus in Finance	•	•
25838	Advanced Instruments		•
25839	Mathematics of Finance		•
25840	Integrated Risk Management		•
35366	Numerical Methods of Finance		•
Credit points		48	72

The Master of Quantitative Finance provides the full gamut of specialised quantitative finance skills and development of professional competency required to be a quantitative finance specialist performing at the cutting edge of the discipline. Participants have the opportunity to see the application of quantitative finance to advanced financial instruments, an integrated approach to risk management and how to implement quantitative finance strategies.

Admission requirements

The admission requirement is a cognate degree from a recognised university or equivalent institution. In exceptional circumstances an applicant who does not possess a cognate degree may be admitted to the program on the basis of demonstrated capacity to successfully complete the Graduate Diploma in Quantitative Finance (BF68).

Course duration

The Graduate Diploma is a two-year, part-time, or one-year, full-time course if taken in Autumn and Spring semesters only.

The Master of Quantitative Finance is a three-year, part-time, or one-and-a-half-year, full-time course if taken in Autumn and Spring semesters only.

Course structure

Both programs are offered in an intensive mode to facilitate access by participants who are already working in the industry and teaching and learning strategies have been designed with this in mind.

Marketing

Master of Business in Marketing

- ◆ Course code: BM53
 - ◆ Testamur title: Master of Business in Marketing
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Master of Business in International Marketing

- ◆ Course code: BM54
 - ◆ Testamur title: Master of Business in International Marketing
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Marketing

- ◆ Course code: BM51
 - ◆ Testamur title: Graduate Diploma in Marketing
 - ◆ Abbreviation: GradDipMktg
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Marketing

- ◆ Course code: BM55
 - ◆ Testamur title: Graduate Certificate in Marketing
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

A rewarding exchange between suppliers of goods and services and their clients or customers is essential for the viability of all providers. The Marketing program provides contemporary theoretical marketing knowledge and the practical skills required for superior performance in Australia and international markets.

The Graduate Certificate in Marketing introduces some of the other key dimensions of marketing and is designed for those requiring a general understanding of marketing principles.

The Graduate Diploma in Marketing provides a thorough understanding of the basic principles of marketing, marketing research, the motivations of customers and marketing management. The course assists students in developing an ability to identify and analyse marketing management problems and fosters skills in generating marketing strategies to solve problems in the marketing domain, both in Australia and overseas.

The Master of Business in Marketing provides the opportunity for students to further extend their knowledge in the areas of communications, sales management, the development and introduction of new products, business to business marketing, technology and marketing, as well as the legal constraints on and the ethical implications of marketing in Australia. The course also incorporates the study of computer programs specifically designed to aid the marketing decision process.

The Master of Business in International Marketing addresses the need to enhance Australia's international competitiveness in a rapidly changing global environment. The course provides a thorough grounding in the basic principles of marketing, marketing research, planning and strategy. Specific emphasis is placed on international marketing research, current issues impacting on organisations operating internationally and competitive international marketing strategies. The option exists for overseas market visits as part of the coursework.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Satisfactory completion of the relevant Graduate Certificate

Course program

Marketing		Graduate Certificate (BM55)	Graduate Diploma (BM51)	Master's (Marketing) (BM53)	Master's (Intl Marketing) (BM54)
Subject no.	Subject name				
24734	Marketing Management	•	•	•	•
22747	Accounting for Managerial Decisions	•	•	•	•
24710	Buyer Behaviour	•	•	•	•
24730	Advanced Marketing Management		•	•	•
24737	E-Business Marketing				
	<i>or</i>	•	•	•	•
24720	Marketing Research				
24738	International Marketing Management			•	
xxxx	Elective		•	•	•
xxxx	Elective		•	•	•
xxxx	Elective		•	•	•
24755	Applied International Marketing Research ¹				
	<i>or</i>				•
xxxx	Elective				
xxxx	Elective			•	•
xxxx	Elective			•	
24790	Business Project – Marketing			•	
xxxx	Elective			•	
24755	Applied International Marketing Research ¹				
	<i>or</i>				•
24791	Business Project – International Marketing ¹				
Credit points		24	48	72	72

¹ 24755 Applied International Marketing Research is a two-semester subject. Students enrolling in this subject must take it in both semesters. Alternatively, students may take 24791 Business Project – International Marketing plus one elective subject.

Master of Business

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course duration

The Master of Business in Marketing is three years of part-time, or one-and-a-half years of full-time study.

The Master of Business in International Marketing is three years of part-time, or one-and-a-half years of full-time study.

The Graduate Diploma in Marketing is two years of part-time, or one year of full-time study.

The Graduate Certificate in Marketing is one year of part-time, or a half-year of full-time study.

Electives for Graduate Diploma or Master of Business in Marketing

- 24700 Promotion and Advertising Overseas
- 24706 Services Marketing
- 24707 Business-to-business Marketing
- 24713 Sales Management
- 24714 Marketing Creativity
- 24715 Strategic Marketing in Electronic Business
- 24716 Research Project in E-Business Marketing
- 24717 Marketing Entrepreneurship in Electronic Business

134 Postgraduate courses

24720	Marketing Research ¹
24736	Marketing Communications
24737	E-Business Marketing ¹
24738	International Marketing Management
77948	Marketing Legislation in Australia
24742	New Product Management
24743	Contemporary Issues in International Marketing
24744	Competitive International Marketing Strategy
24750	Marketing Decision Analysis
xxxxx	Any elective listed in the Master of Business in International Marketing
xxxxx	Any one other elective approved by the Course Director

¹ If either 24720 Marketing Research or 24737 E-Business Marketing is taken as a core subject then the other may be taken as an elective.

Electives for Master of Business in International Marketing

24700	Promotion and Advertising Overseas
24703	Marketing and International Trade Relations
24705	Marketing Projects and Services Overseas
24743	Contemporary Issues in International Marketing
24744	Competitive International Marketing Strategy
24724	Global E-Business Marketing
xxxxx	Any one other international subject approved by the Course Director

Work-based Learning

Master of Business (Work-based Learning)

- ◆ Course code: BW82
 - ◆ Testamur title: Master of Business
 - ◆ Abbreviation: MBus
 - ◆ Course fee: On application
-

Graduate Diploma in Business (Work-based Learning)

- ◆ Course code: BW81
 - ◆ Testamur title: Graduate Diploma in Business
 - ◆ Abbreviation: GradDipBus
 - ◆ Course fee: On application
-

Graduate Certificate in Business (Work-based Learning)

- ◆ Course code: BW80
 - ◆ Testamur title: Graduate Certificate in Business
 - ◆ Abbreviation: none
 - ◆ Course fee: On application
-

Work-based Learning (WBL) awards offer an innovative approach to developing work-focused and award-bearing learning programs. They enable course participants to build a completely customised program of learning based on their own work priorities, career interests and the capability development requirements of their employer. The content and timing of these awards is highly flexible, being negotiated in a three-way partnership between the participant, their employer and the university.

In contrast with most class-based awards in which the course content is prescribed, a Work-based Learning award provides a generic qualification framework. The participant negotiates the award level, focus and content of the award with their employer and academic adviser. Completion of a WBL award can be accelerated through the recognition of current capabilities (RCC) acquired in the workplace through experience and the performance of work. The award also focuses on developmental learning acquired through participation in Work-based Projects and Formal Courses.

This approach suits those with a wide range and depth of experience, who want more 'work-relevant' learning, and a broader choice of delivery mode to fit into their busy professional and domestic lives. For employers, this learning approach can produce improved performance and capability by intersecting the learning program with organisational priorities. Work-based Learning places the learner and employer firmly in charge of the learning experience, ensuring that it is mutually beneficial.

Admission requirements

All applicants of WBL programs must:

- be in current employment (full time/part time)
- have approval for their participation and academic program from their current employer, and
- satisfy the postgraduate entry criteria outlined below.

Master of Business

- Completion of an undergraduate degree from a recognised tertiary institution and at least two years' relevant work experience
or
- Completion of a relevant Graduate Certificate with at least a Credit average, or a Graduate Diploma from a recognised tertiary institution
or
- At least eight years' relevant work experience and the potential to successfully participate in postgraduate studies at a Master's level

Graduate Diploma

- Completion of an undergraduate degree from a recognised tertiary institution and at least two years' relevant work experience
or
- Satisfactory completion of the Graduate Certificate from a recognised tertiary institution
or
- At least five years' relevant work experience and the potential to successfully participate in postgraduate studies at an advanced level

Graduate Certificate

- Completion of an undergraduate degree from a recognised tertiary institution and at least two years' relevant work experience
or
- At least five years' relevant work experience and the potential to successfully participate in postgraduate studies

Course program

A WBL award program commences with enrolment in a mandatory (non-award) subject, 21845 Program Planning. Successful completion of 21845 Program Planning enables participants to enrol as an award student in their approved learning program. It also enables them to complete a professional portfolio in support of any claim for Recognised Current Capability (36002–36048).

The program may also include Work-based Projects (30103 – 30148) and formal subjects. Formal subjects are included in the WBL award where the student wishes to acquire relevant knowledge and skill to supplement their work-based learning. Further detail of formal subjects offered by UTS can be found in this handbook or, for other faculties, by accessing the UTS website at:

www.uts.edu.au

Other information

Inquiries about this program can be made to the Work-based Learning Unit on:

telephone (02) 9514 3457

www.business.uts.edu.au/wbl

MASTER OF MANAGEMENT PROGRAM

Arts Management

Master of Management in Arts Management

- ◆ Course code: BL68
- ◆ Testamur title: Master of Management in Arts Management
- ◆ Abbreviation: MM
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

Graduate Diploma in Arts Management

- ◆ Course code: BL52
- ◆ Testamur title: Graduate Diploma in Arts Management
- ◆ Abbreviation: GradDipAM
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

Graduate Certificate in Arts Management

- ◆ Course code: BL54
- ◆ Testamur title: Graduate Certificate in Arts Management
- ◆ Abbreviation: none
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

The arts industry in Australia is a growing, dynamic industry that requires managers who have a comprehensive knowledge of all facets of arts management combined with the intellectual skills to develop innovative solutions to the day-to-day problems encountered in the industry.

The Arts Management program offers a combination of core management subjects specifically designed for the arts environment, including accounting, law, marketing and organisational management, together with subjects that provide the theoretical and applied knowledge needed to enhance understanding of the arts environment in Australia.

The Graduate Certificate provides a basic introduction to the arts and cultural industries in Australia and some fundamental management skills.

The Graduate Diploma builds on this to develop students' critical, interpretative and problem-solving capabilities. It provides a solid grounding in the fundamentals of arts management and cultural policy, while providing room for some specialisation and the development of specific interests. The Graduate Diploma is an extremely popular course and is held in high regard by the arts industry.

The Master of Management is an advanced course that provides students with the opportunity to further develop their specialist interests and to complete a significant project in any area of the arts.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Attendance

Part-time enrolment normally involves class attendance for one afternoon and evening per week, or two evenings per week.

The Arts Management program is offered mainly at Kuring-gai campus, although some subjects are offered at City campus (Haymarket).

Course program

Arts Management		Graduate Certificate (BL54)	Graduate Diploma (BL52)	Master's (BL68)
Subject no.	Subject name			
27753	Arts Environment in Australia	•	•	•
27755	Arts Organisations and Management	•	•	•
27759	Accounting and Finance for the Arts	•	•	•
27752	Marketing for the Arts	•	•	•
xxxxx	Elective		•	•
27756	Law and the Arts		•	•
27768	Arts Audience Research Methods		•	•
27758	Cultural Politics: Arts and the City		•	•
27763	Arts and Cultural Policy Seminar			•
27770	Project Preparation			•
27754	Arts Management Research Project			•
xxxxx	Elective			•
Credit points		24	48	72

Course duration

The Graduate Certificate is a one-year, part-time course.

The Graduate Diploma is a two-year, part-time course.

The Master of Management program is a three-year, part-time course.

Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure, Sport and Tourism, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure, Sport and Tourism should be sought from the Course Director.

Community Management

Master of Management in Community Management

- ◆ Course code: BG87
- ◆ Testamur title: Master of Management in Community Management
- ◆ Abbreviation: MM
- ◆ Course fee: HECS (local)
\$7,700 per semester (international)

Graduate Diploma in Community Management

- ◆ Course code: BB73
- ◆ Testamur title: Graduate Diploma in Community Management
- ◆ Abbreviation: GradDipCommM
- ◆ Course fee: HECS (local)
\$7,700 per semester (international)

Graduate Certificate in Community Management

- ◆ Course code: BB72
- ◆ Testamur title: Graduate Certificate in Community Management
- ◆ Abbreviation: none
- ◆ Course fee: HECS (local)
\$7,700 per semester (international)

UTS is Australia's premier centre for research and teaching in nonprofit or community organisations. The Community Management program forms the University's flagship teaching program for people working in these areas.

The Community Management program is designed for people who manage, or hope to manage, non-government, nonprofit organisations, and for those who wish to improve their qualifications and obtain appropriate management skills.

The courses provide an opportunity to study, at a professional level, those factors contributing to the effective management of nonprofit organisations. Participants will develop an understanding of this 'third sector' and its social and economic context, and will be introduced to ways of thinking systematically about nonprofit organisations and their management. Participants will gain knowledge of the range of nonprofit organisations, their structure and distinguishing features.

Course aims

The Graduate Certificate provides a basic introduction to the field and develops skills and knowledge in financial management and funding.

The Graduate Diploma builds on this and extends participants' skills and knowledge in human resource and legal aspects of nonprofit management. It also offers participants an opportunity to pursue areas of specialist interest.

The Master of Management further develops critical and analytical skills in the area of community management. It develops research skills and the opportunity to apply these to a project focusing on a specific aspect of community management.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Course program

Community Management		Graduate Certificate (BB72)	Graduate Diploma (BB73)	Master's (BG87)
Subject no.	Subject name			
21766	Managing Community Organisations	•	•	•
21767	Third Sector: Theory and Context	•	•	•
22771	Accounting for Public, Leisure and Community Organisations	•	•	•
21778	Developing Financial Resources	•	•	•
21769	Human Resources in the Third Sector		•	•
xxxxx	Elective		•	•
79794	Legal Issues for Community Managers		•	•
xxxxx	Elective		•	•
21781	Social and Community Research			•
xxxxx	Elective			•
21759	Strategic Issues in Community Management			•
21792	Research Project (Public/Community)			•
Credit points		24	48	72

Attendance

These courses are taught in flexible mode including three intensive workshops of five days each, self-managed learning packages and learning partnerships to develop peer-supported networks.

The Community Management program is offered mainly at Kuring-gai campus, although some elective subjects are available at City campus (Haymarket).

Course duration

The Graduate Certificate is a one-year, part-time course.

The Graduate Diploma is a two-year, part-time course.

The Master of Management program is a three-year, part-time course.

Electives

Electives are available in subject strands that enable students to pursue an in-depth study of a particular area. Students may select other electives if they prefer, including 21856 Career and Portfolio Development.

Accounting Strand

- 22748 Financial Reporting and Analysis
- 22746 Managerial Accounting
- 22705 Management Planning and Control

Adult Education Strand

- 013332 Understanding Adult Education and Training
- 013333 Adult Learning and Program Development
- 013352 Adult Education and Social Movements

Employment Relations Strand

- 21769 Human Resources in the Third Sector
- 21702 Industrial Relations
- 21775 Comparative International Employment Relations

International Nonprofit Management Strand

- 21819 Managing in an Era of International Market Orthodoxy
- 21820 Managing in the Global Public Interest
- 21821 Grassroots Organising for Global Change

Leisure Management Strand

- 27702 Applied Leisure Theory
- 27701 Leisure Industry
- 27713 Leisure Management

Marketing Strand

- 24734 Marketing Management
- 24710 Buyer Behaviour
- 24720 Marketing Research

People Management Strand

- 21730 Workshop in Advanced Managerial Skills
- 21722 Leadership and Management Action
- 79771 Dispute Resolution (S)

Public Policy Management Strand

- 21711 Politics and Management
- 21700 State, Market and Civil Society
- 21768 Policy Analysis and Practice

Volunteer Management Strand

(Offered in association with the NSW School of Volunteer Management.)

- 21817 Volunteering: Social and Organisational Perspectives
- 21818 Strategic Volunteer Development
- xxxxx Elective

Leisure Management

Master of Management in Leisure Management

- ◆ Course code: BL66
- ◆ Testamur title: Master of Management in Leisure Management
- ◆ Abbreviation: MM
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

Graduate Diploma in Leisure Management

- ◆ Course code: BL50
- ◆ Testamur title: Graduate Diploma in Leisure Management
- ◆ Abbreviation: GradDipLeisM
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

Graduate Certificate in Leisure Management

- ◆ Course code: BL55
- ◆ Testamur title: Graduate Certificate in Leisure Management
- ◆ Abbreviation: none
- ◆ Course fee: HECS (local)
\$6,200 per semester (international)

Leisure is one of the principal social and economic features of life. The Australian leisure industries – in the commercial, public, and nonprofit sectors – provide facilities and services, as well as manage resources to accommodate the increasing leisure demands of a growing population. As the leisure industries continue to enhance their already significant contribution to the Australian and international societies and economies, managers within the industry will require a broader understanding of the leisure phenomenon and a wide variety of skills to ensure the satisfactory provision of facilities and services for their clients.

The Leisure Management program develops knowledge and professional management skills relevant to the organisation, planning, marketing and provision of leisure services. Vocational, conceptual and research skills are developed in an educational climate that fosters intellectual and professional inquiry.

Course program

Leisure Management		Graduate Certificate (BL55)	Graduate Diploma (BL50)	Master's (BL66)
Subject no.	Subject name			
27713	Leisure Management	•	•	•
27701	Leisure Industry	•	•	•
27707	Applied Research Methods		•	•
27702	Applied Leisure Theory		•	•
27770	Project Preparation			•
27946	Master's Project			•
xxxxx	Electives	2	4	6
Credit points		24	48	72

Students will gain a theoretical and practical understanding of leisure in both the Australian and international context. Involvement with leisure industry practitioners is a significant feature of all the courses.

Course aims

The Graduate Certificate offers an introduction to management in the leisure industries. Subjects in the Graduate Certificate can be completed in intensive mode.

The Graduate Diploma extends the student's knowledge and management skills and offers the opportunity for specialisation in an area of interest.

The Master of Management offers the opportunity for further specialisation through the choice of electives and the conduct of an investigatory project.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Attendance

The Leisure Management program is offered at Kuring-gai and City campus (Haymarket).

Course duration

The Graduate Certificate is a one-year, part-time course.

The Graduate Diploma is a two-year, part-time course, or one-year, full-time course.

The Master of Management is a three-year, part-time, or two-year, full-time course. Part-time enrolment normally involves class attendance of one evening per week.

Electives

Students may choose electives from any of the core subjects offered in the Arts, Sport or Tourism graduate courses. In addition, they may choose from:

- 22771 Accounting for Public Leisure and Community Organisations
- 27703 Event Management

- 27711 Leisure and Tourism Planning
- 27714 Tourist Attractions Management
- 27720 Management Development Outdoors
- 27721 Sport Globalisation
- 27757 Ecotourism Planning and Management
- 27764 Analysis of the Olympic Games
- 27765 Tourist Event Management
- 27769 Professional Practice for Graduates
- 27772 Natural Area Management
- 27773 Guiding and Interpretation Management
- 27808 Travel and Tourism Law
- 27811 Cultural Tourism
- 27943 Sociology of Leisure
- 27945 Leisure and Tourism Futures

Students may also choose any graduate subject from the Faculty of Business or any subject conceptually related to the course and the student's area of responsibility outside the faculty, subject to approval by the Course Director.

Management – General

Master of Management

- ◆ Course code: BG88
 - ◆ Testamur title: Master of Management
 - ◆ Abbreviation: MM
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Diploma in Management

- ◆ Course code: BB68
 - ◆ Testamur title: Graduate Diploma in Management
 - ◆ Abbreviation: GradDipM
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

Graduate Certificate in Management

- ◆ Course code: BB67
 - ◆ Testamur title: Graduate Certificate in Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,600 per subject (local)
\$7,700 per semester (international)
-

The Management – General program is designed to meet the needs of individuals, client organisations and professional bodies for management education. An innovative, flexible structure provides students with maximum choice in selecting subjects and programs of study tailored to meet their personal and professional needs.

The courses provide participants with knowledge and experiences that will enhance their professional skills and understanding of the management of people, resources and organisational processes. Participants acquire the conceptual and analytical skills necessary for successful management performance in a range of contexts, including the business, public and nonprofit sectors, and a variety of professional settings.

Course aims

The Graduate Certificate provides a basic introduction to management skills.

The Graduate Diploma extends these skills by providing the opportunity to explore them in greater breadth and depth.

Course program

Management – General		Graduate Certificate (BB67)	Graduate Diploma (BB68)	Master's (BG88)
Subject no.	Subject name			
xxxxx	Electives	4	8	8
Applied Research				
21751	Management Research Methods			•
21814	Management Project Design			•
21815	Management Project			•
xxxxx	Elective			•
Credit points		24	48	72

The Master of Management provides knowledge, skills and conceptual frameworks to enable participants to identify and resolve complex issues that will characterise the working environment of senior managers in the future. It is available as a flexible general program with a wide range of choice. The first two years focus on coursework, while the third focuses on research and consulting skills through the completion of a project.

While the program has considerable flexibility, students may wish to complete a more specialised qualification by selecting specific subjects appearing under the heading Electives. For example, students wishing to complete a Supply Management specialisation could select subjects from the electives to meet their specific specialist needs.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution *and* a minimum of at least two years' relevant work experience
- or*
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
- or*
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Attendance

The Management – General program is offered mainly at City campus (Haymarket), although subjects may also be selected from among those offered at Kuring-gai campus.

Course duration

The Graduate Certificate is a one-year, part-time, or a half-year, full-time course.

The Graduate Diploma is a two-year, part-time, or one-year, full-time course.

The Master of Management is a three-year, part-time, or one-and-a-half-year, full-time course.

Electives

Up to half the subjects can be drawn from disciplines other than management that are offered within the Faculty of Business – such as accounting, finance and economics, marketing, leisure, sport and tourism – or from other UTS faculties' disciplines, such as computing sciences.

Participants are encouraged to select combinations of subjects to suit their background, interests and career paths. Subject patterns can be chosen to focus on areas such as general management, employment relations, community management, business operations management, public sector management, or health sector management.

All subjects with a code starting with 21 are offered by the School of Management and are available to students in these courses. Some management subjects available for selection as electives are:

- 21702 Industrial Relations
- 21715 Strategic Management
- 21717 International Management
- 21718 Organisation Analysis and Design
- 21720 Employment Relations
- 21722 Leadership and Management Action
- 21724 Human Resource Management
- 21725 Organisational Change and Adaptation
- 21728 Public Sector Management
- 21730 Workshop in Advanced Managerial Skills
- 21741 Operations Management
- 21742 Quantitative Management
- 21743 Quality Management Systems
- 21744 Materials Management
- 21745 Service Operations Management
- 21784 Global Business Competitive Intelligence
- 21797 Managing the Supply Chain
- 21798 Strategic Supply Management
- 21813 Managing People
- 21832 Managing for Sustainability
- 77942 Legal Aspects of Contracts Administration
- xxxxx Any other subject approved by the Course Director

Sport Management

Master of Management in Sport Management

- ◆ Course code: BL69
 - ◆ Testamur title: Master of Management in Sport Management
 - ◆ Abbreviation: MM
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

Graduate Diploma in Sport Management

- ◆ Course code: BL53
 - ◆ Testamur title: Graduate Diploma in Sport Management
 - ◆ Abbreviation: GradDipSportM
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

Graduate Certificate in Sport Management

- ◆ Course code: BL60
 - ◆ Testamur title: Graduate Certificate in Sport Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

Due to the rapid expansion of the sport industry, there is an increasing demand for management professionals who can deliver sports services to all sectors of the community. There is a need for sports managers who have an understanding of the specialist context in which sport is played and organised, and the knowledge and skills necessary to effectively manage in a volatile economic, political, social and legal environment.

The Sport Management program offers a combination of core and elective subjects designed to provide specific training in sport management, including: sport marketing, accounting practices, sport and the law, public relations management, event and facility management, and research methods. It also provides the theoretical knowledge needed to understand the changing nature of the Australian sport environment.

Course program

Sport Management		Graduate Certificate (BL60)	Graduate Diploma (BL53)	Master's (BL69)
Subject no.	Subject name			
27715	Sport Management	•	•	•
27716	Sport Marketing	•	•	•
22747	Accounting for Managerial Decisions	•	•	•
27718	Sport and the Law	•	•	•
xxxxx	Elective		•	•
56744	Public Relations Management		•	•
27717	Event and Facility Management		•	•
27707	Applied Research Methods		•	•
27770	Project Preparation			•
27762	Sport Management Seminar			•
xxxxx	Elective			•
27946	Master's Project			•
Credit points		24	48	72

Course aims

The Graduate Certificate provides a basic introduction to the sport industry environment in Australia and an introduction to basic management skills.

The Graduate Diploma is designed to develop critical, interpretive and problem-solving skills and to provide a broad coverage of the sport management field. It will also provide some opportunity for the development of specific interests.

The Master of Management program is an advanced program of study providing students with the opportunity to further develop their special interests and to complete a significant project in any area related to sport management.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution
or

- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
or
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Attendance

The Sport Management program is offered at Kuring-gai campus, although subjects may also be selected from among those offered at City campus (Haymarket).

Course duration

The Graduate Certificate is a one-year, part-time course.

The Graduate Diploma is a two-year, part-time, or one-year, full-time course.

The Master of Management is a three-year, part-time, or two-year, full-time course.

Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure, Sport and Tourism, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure, Sport and Tourism should be sought from the Course Director.

Tourism Management

Master of Management in Tourism Management

- ◆ Course code: BL67
 - ◆ Testamur title: Master of Management in Tourism Management
 - ◆ Abbreviation: MM
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

Graduate Diploma in Tourism Management

- ◆ Course code: BL51
 - ◆ Testamur title: Graduate Diploma in Tourism Management
 - ◆ Abbreviation: GradDipTourismM
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

Graduate Certificate in Tourism Management

- ◆ Course code: BL56
 - ◆ Testamur title: Graduate Certificate in Tourism Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,200 per subject (local)
\$6,200 per semester (international)
-

The tourism industry in Australia is complex, dynamic and rapidly growing. As the industry has grown, so has the demand for professionals with a high level of management expertise. The Tourism Management program has been developed to meet the demand for such professionals.

The courses cover an extensive range of elements associated with the tourism phenomenon and highlight how critically important it is for effective tourism managers in the tourism industry to understand the inter-relationships among these elements.

Throughout the courses, emphasis is placed on the acquisition of strategic planning skills for tourism development, management and marketing. These skills are seen as essential in order to survive in a dynamic industry operating in an often volatile environment.

Course program

Tourism Management		Graduate Certificate (BL56)	Graduate Diploma (BL51)	Master's (BL67)
Subject no.	Subject name			
27705	Tourism Systems	•	•	•
27708	The Travel and Tourism Industry	•	•	•
27706	Tourism Strategy and Operations	•	•	•
27807	Tourism Marketing	•	•	•
27700	Sustainable Tourism Management		•	•
27767	Tourist Behaviour		•	•
27707	Applied Research Methods		•	•
xxxxx	Elective		•	•
27770	Project Preparation			•
27946	Master's Project			•
xxxxx	Elective			•
xxxxx	Elective			•
Credit points		24	48	72

Course aims

The Graduate Certificate provides an introduction to the tourism industry and to relevant basic management skills.

The Graduate Diploma is designed to develop critical, interpretive and problem-solving skills, and to provide a broad coverage of the tourism management field and some opportunity for studying in areas of specific interests.

The Master of Management is an advanced program of study, providing students with the opportunity to further develop their interests and to complete a significant project in any area related to tourism management.

Admission requirements

Graduate Certificate

- A degree from a recognised university or other higher education institution
or
- Extensive relevant work experience *and* evidence of a general capacity to undertake tertiary education

Graduate Diploma

- A degree from a recognised university or other higher education institution
or
- Satisfactory completion of the relevant Graduate Certificate

Master of Management

- A degree from a recognised university or other higher education institution
or
- Completion of a relevant Graduate Diploma from UTS or other recognised higher education institution
- Completion of a relevant Graduate Certificate from UTS or other recognised higher education institution, with at least a Credit average

Attendance

The Tourism Management program is offered at Kuring-gai campus, although subjects may also be selected from among those offered at City campus (Haymarket).

Course duration

The Graduate Certificate is a one-year, part-time course.

The Graduate Diploma is a two-year, part-time, or one-year, full-time course.

The Master of Management is a three-year, part-time, or two-year, full-time course.

Electives

Electives available within the program may be chosen from a wide range of subjects offered by the School of Leisure, Sport and Tourism, from other schools in the Faculty of Business, or from other faculties at UTS. Approval for electives outside the School of Leisure, Sport and Tourism should be sought from the Course Director.

PROGRAMS OFFERED IN CONJUNCTION WITH OTHER FACULTIES

Engineering Management

Master of Engineering Management

- ◆ Course code: EP85
 - ◆ Testamur title: Master of Engineering Management
 - ◆ Abbreviation: MEM
 - ◆ Course fee: \$10,560 (local)
\$8,000 per semester (international)
-

Graduate Certificate in Engineering Management

- ◆ Course code: EP57
 - ◆ Testamur title: Graduate Certificate in Engineering Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$5,280 (local)
\$8,000 per semester (international)
-

These courses form a joint program from the Faculty of Engineering and the Faculty of Business.

The Master of Engineering Management program places greater emphasis on the interface between technology and management than does the traditional MBA. The program provides opportunity for engineers who seek career prospects in engineering management to undertake a formal course of relevant study at the Master's degree level. The course is designed for engineers or scientists who perform, or who aspire to perform, management tasks while maintaining currency in their technical specialities.

Course duration

The Master of Engineering Management is usually completed on a two-year, part-time basis.

The Graduate Certificate in Engineering may be completed over one or two semesters.

Course structure

The Master of Engineering Management program comprises eight subjects and may be articulated into the MBA program.

The course required 48 credit points of study. The Graduate Certificate is completed with 24 credit points of study. A minimum of 18 credit points comes from the MEM and the remainder comes from the core and electives.

Other information

Full details and program outlines are contained within the 2002 handbooks for the Faculty of Engineering.

Inquiries about these courses should be directed to the Faculty of Engineering, on telephone (02) 9514 2606 or (02) 9514 2664.

Information Technology Management

Master of Business in Information Technology Management

- ◆ Course code: MC85
 - ◆ Testamur title: Master of Business in Information Technology Management
 - ◆ Abbreviation: MBus
 - ◆ Course fee: \$1,650 per 6-credit-point subject (local)¹
-

Graduate Diploma in Information Technology Management

- ◆ Course code: MC75
 - ◆ Testamur title: Graduate Diploma in Information Technology Management
 - ◆ Abbreviation: GradDiplInfTechM
 - ◆ Course fee: \$1,650 per 6-credit-point subject (local)¹
-

Graduate Certificate in Information Technology Management

- ◆ Course code: MC63
 - ◆ Testamur title: Graduate Certificate in Information Technology Management
 - ◆ Abbreviation: none
 - ◆ Course fee: \$1,650 per 6-credit-point subject (local)¹
-

These courses form a joint program from the Faculty of Information Technology and the Faculty of Business. They are not available to international students.

The Information Technology Management program provides managers in the information technology and telecommunications industry with the opportunity to develop their business knowledge and skills. It focuses on business problems of particular relevance to the IT industry and emphasises the application of knowledge to contemporary challenges in the industry.

¹ This course is not offered to international students.

150 Postgraduate courses

The program provides opportunity for those professionals who seek career prospects at senior management level to undertake a formal course of relevant study at post-graduate level with a range of options and a variety of attendance patterns.

Course duration

The Graduate Certificate in Information Technology Management is a one-year, part-time course.

The Graduate Diploma in Information Technology Management is a two-year, part-time course.

The Master of Business in Information Technology Management is a three-year, part-time course.

Other information

Full details and program outlines can be found in the 2002 handbook for the Faculty of Information Technology.

Inquiries about these courses should be directed to the Professional Programs Manager, Faculty of Information Technology on telephone (02) 9514 1925.

ENGLISH LANGUAGE STUDY SKILLS ASSISTANCE CENTRE

The English Languages Study Skills Assistance (ELSSA) Centre enhances teaching and learning at UTS through a focus on academic language development, which involves reading, writing, listening, speaking, critical thinking and cultural knowledge.

The Centre does this by:

- collaborating with faculties to integrate the development of students' academic language in their areas of study
- teaching custom-designed programs to meet the specific requirements and changing needs of undergraduate and postgraduate UTS students and staff
- fostering interest in, and knowledge of, language and learning through research, intellectual contributions and staff development, and
- valuing quality, diversity, internationalisation and flexibility as the Centre serves the wider academic and professional communities.

In addition to a wide range of free academic language development services available to UTS students who complete undergraduate and postgraduate degrees in English, the ELSSA Centre also offers the following award courses, programs and elective subjects.

For further details, contact:

Alex Barthel, Director
CB01.18.22
City campus
telephone (02) 9514 2327

or

KG02.5.22
Kuring-gai campus
telephone (02) 9514 5160
email elssa.centre@uts.edu.au
www.uts.edu.au/div/elssa/

UNDERGRADUATE PROGRAMS FOR INTERNATIONAL STUDENTS

Advanced Diploma in Australian Language and Culture

-
- ♦ UTS course code: HA30
 - ♦ Testamur title: Advanced Diploma in Australian Language and Culture
 - ♦ Abbreviation: none
 - ♦ Course fee: \$6,000 (local)
\$9,000 (international)
-

The Advanced Diploma in Australian Language and Culture (ADALC) has been designed jointly by the ELSSA Centre and the Institute for International Studies for international students – either as a study-abroad year in their current degree (fee-paying), or as part of a university-to-university exchange agreement, or as a stand-alone program.

It can be taken at either undergraduate or postgraduate level and allows students to enrol in subjects about Australian society and culture while tailoring a program to their own interests and level of English language competence.

Students will audit classes in their area of study as an integral part of the ADALC.

The Advanced Diploma is aimed at two types of students:

- exchange and Study Abroad students who wish to complete the ADALC and return to their country, or
- international students who do not meet the UTS language entry requirements and who need to develop their academic literacy skills to enable them to enrol in undergraduate courses at UTS.

International students graduating from the the ADALC meet the UTS language entry requirements and, provided they meet academic entry requirements into faculties, are eligible to study at UTS after completing the ADALC.

ADALC admission requirements

Students must have reached an English language competence level of 5.0 (IELTS) or TOEFL 510 (computer 180). Students with an IELTS of 6.0 or TOEFL of 550 are exempt from Semester 1.

Course duration

The Advanced Diploma is normally a two-semester program.

Course structure

This program is a 48-credit-point course, comprising six subjects.

Course program

Semester 1

59304	English for Academic Purposes 1	8cp
59306	Researching Australia 1 – Ethnography	8cp
59308	Australian Society and Culture 1	8cp

Semester 2

59305	English for Academic Purposes 2	8cp
59307	Researching Australia – Researching Students	8cp
59309	Australian Society and Culture 2	8cp

Other information

Contact the English Language Study Skills Assistance (ELSSA) Centre for more information on this program.

Australian English Language and Culture Program

- ◆ UTS course code: n/a
- ◆ Testamur title: n/a – Students receive a Statement of Completion
- ◆ Abbreviation: n/a
- ◆ Course fee: \$9,000 (international)¹

The Australian English Language and Culture Program (AELCP) is aimed at study-abroad or exchange students who are not able to enrol in the Advanced Diploma in Australian Language and Culture.

This program enables international students from language backgrounds other than English to develop their English language skills through the study of aspects of contemporary Australian society and culture. Through both class activities and excursions, it introduces students to a range of intercultural issues and provides them with opportunities to interact with native speakers in order to develop the cultural understanding, skills, knowledge and confidence required to use English and participate actively in a variety of settings.

The program focuses particularly on oral skills and includes some participation in mainstream University classes. Students complete a major project using ethnographic research techniques.

AELCP admission requirements

Students whose language level is below IELTS 5.0 or TOEFL 510 (computer 180).

Course duration

This program is completed over two semesters.

Course structure

This program consists of two full-time subjects, comprising 24 credit points each.

Course program

Semester 1

59314	Australian English Language and Culture 1	24cp
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¹ This program is not offered to local students.

Semester 2

59315 Australian English Language and Culture 2 24cp

Other information

Contact the English Language Study Skills Assistance (ELSSA) Centre for more information on this program.

ELECTIVE SUBJECTS

The ELSSA Centre offers five elective subjects aimed specifically at students from language backgrounds other than English. Some of these subjects may be completed during semester or, in intensive mode during the February or July vacation periods.

Semester 1 or 2

59316	Essay Writing	4cp
59317	Report Writing	4cp
59318	Seminar Presentation	4cp
59319	Communication for Employment	4cp
59320	English for Business	6cp

POSTGRADUATE PROGRAM**Graduate Certificate in English for Academic Purposes**

-
- ◆ UTS course code: HA80
 - ◆ Testamur title: Graduate Certificate in English for Academic Purposes
 - ◆ Abbreviation: none
 - ◆ Course fee: \$3,500 (local)
\$5,100 (international)
-

The Graduate Certificate in English for Academic Purposes (GCEAP) is aimed at international postgraduate research students who do not meet the UTS English language requirement but who meet all other entry requirements to commence studies at UTS at postgraduate research level.

Participation in the program is only possible for students who have already enrolled in a postgraduate research degree program elsewhere at UTS. Enrolment in the GCEAP is an integral part of the enrolment in a postgraduate research degree and emphasises the developmental approach of an integrated program.

GCEAP admission requirements

Applicants must:

- be international students
- be eligible to enrol in a postgraduate research degree at UTS, and
- have an IELTS score of 5.5 to 6.0 (minimum of 5.5 in writing) or TOEFL score of 530–550 (computer 197–213) or equivalent.

Other postgraduate students who meet the UTS language entry requirements and who feel they need to develop their language skills would also be eligible to attend the program.

Course duration

The first two subjects of the GCEAP are offered in the intensive pre-session mode (eight weeks before semester) and the final subject is offered concurrent with the first semester of students' enrolment in their research degree.

Course structure

In addition to being enrolled in a postgraduate research degree at UTS, students must complete the three compulsory subjects of the GCEAP (totalling 24 credit points).

Course program

59310	Postgraduate Study in Australia	8cp
59311	Academic English for Postgraduate Study	8cp
59312	Postgraduate Academic Writing in Context	8cp

Other information

Contact the English Language Study Skills Assistance (ELSSA) Centre for more information on this program.

SUBJECT DESCRIPTIONS

59304

English for Academic Purposes 1

8cp; prerequisite(s): IELTS score 5.0 [students with an IELTS of 6.0 and above are exempt from this subject]

(only for undergraduate international, exchange or Study Abroad students)

This is the first of two subjects specifically for international students. The aim of these subjects is to ensure that students' language and study skills have developed sufficiently to enable them to successfully participate in classes alongside other UTS students.

The subjects focus on developing the language and learning skills required for tertiary study in Australia. They integrate the four macro-skills – reading, writing, listening and speaking – into a thematic approach which looks at a variety of contemporary issues in Australian culture and society. These issues are linked to subjects which may be studied in subsequent years at UTS. Students take a critical/analytical approach to understanding and producing written and spoken texts appropriate for an Australian tertiary context.

59305

English for Academic Purposes 2

8cp; prerequisite(s): IELTS score 6.0 or 59304

English for Academic Purposes 1

(only for undergraduate international, exchange or Study Abroad students)

This is the second of two subjects specifically for international students. The aim of these subjects is to ensure that students' language and study skills have developed sufficiently to enable them to successfully participate in classes alongside other UTS students.

The subjects focus on developing the language and learning skills required for tertiary study in Australia. They integrate the four macro-skills – reading, writing, listening and speaking – into a thematic approach which looks at a variety of contemporary issues in Australian culture and society. These issues are linked to subjects which may be studied in subsequent years at UTS. Students take a critical/analytical approach to understanding and producing written and spoken texts appropriate for an Australian tertiary context.

59306**Researching Australia 1 – Ethnography**

8cp; prerequisite(s): IELTS score 5.0
(only for undergraduate international, exchange or Study Abroad students)

This is the first of two subjects specifically for international students in the Advanced Diploma in Australian Language and Culture. The aim of these subjects is to introduce students to a range of intercultural issues and to investigate the cultural norms of Australian society through the application of specific research methods. At this level, students use ethnographic techniques to investigate aspects of contemporary Australian experience.

59307**Researching Australia 2 – Researching for Study**

8cp; prerequisite(s): IELTS score 6.0 or 59306
Researching Australia 1 – Ethnography
(only for undergraduate international, exchange or Study Abroad students)

This is the second of two subjects specifically for international students in the Advanced Diploma in Australian Language and Culture. The aim of these subjects is to introduce students to a range of intercultural issues and to investigate the cultural norms of Australian society through the application of specific research methods. At this level, students use questionnaire and interview techniques to investigate aspects of contemporary student life and present their research both orally and in written report form.

59308**Australian Society and Culture 1**

8cp; prerequisite(s): IELTS score 5.0
(only for undergraduate international, exchange or Study Abroad students)

This is the first of two subjects specifically for international students in the Advanced Diploma in Australian Language and Culture. In these subjects students are introduced to several aspects of Australian society and culture: the indigenous experience; aspects of rural and urban Australia; the history of migration; and the development of multiculturalism. Students explore these aspects through film, documentaries, literature, music, art, sport events, etc. Visits to cultural institutions as well as presentations and guest lectures from experts are key features of these subjects.

59309**Australian Society and Culture 2**

8cp; prerequisite(s): IELTS score 6.0 or 59308
Australian Society and Culture 1
(only for undergraduate international, exchange or Study Abroad students)

This is the second of two subjects specifically for international students in the Advanced Diploma in Australian Language and Culture. In these subjects students are introduced to several aspects of Australian society and culture: the indigenous experience; aspects of rural and urban Australia; the history of migration; and the development of multiculturalism. Students explore these aspects through film, documentaries, literature, music, art, sport events, etc. Visits to cultural institutions as well as presentations and guest lectures from experts are key features of these subjects.

59310**Postgraduate Study in Australia**

8cp; prerequisite(s): IELTS score 5.5 (minimum of 5.5 in writing); corequisite(s): enrolled in a postgraduate research degree at UTS
(only for postgraduate international students)

This is the first of three compulsory subjects in the Graduate Certificate in English for Academic Purposes (GCEAP) specifically for international students enrolled in a postgraduate research degree at UTS. The aim of this intensive subject is to provide students with a foundation in academic literacy and oracy skills required to start postgraduate studies at UTS.

This subject focuses on developing the language and learning skills required for tertiary study in an Australian university. It integrates the four macro-skills – reading, writing, listening and speaking – into a thematic approach which looks at a variety of contemporary issues in Australian culture and society. The subject also provides students with an understanding of studying at an Australian university and living in Australia.

59311

Academic English for Postgraduate Study

8cp; prerequisite(s): 59310 Postgraduate Study in Australia or equivalent; corequisite(s): enrolled in a postgraduate research degree at UTS [only for postgraduate international students]

This is the second of three compulsory subjects in the Graduate Certificate in English for Academic Purposes (GCEAP) specifically for international students enrolled in a postgraduate research degree at UTS. The aim of this intensive subject is to provide students with academic literacy and oracy skills required to be effective postgraduate students.

This subject focuses on developing the academic written and spoken language skills required for postgraduate study in the students' disciplines. These academic skills are developed in the context of students' areas of study and in conjunction with staff from faculties across UTS. Students take a critical/analytical approach to understanding and producing written and spoken texts appropriate for the Australian context. The subject focuses in particular on critical reading skills, paraphrasing and summarising, selecting, evaluating and using a variety of sources of information, developing written arguments, presenting seminars, etc. In this subject, texts are selected and assessment prepared jointly by academic literacy experts and postgraduate coordinators and supervisors in students' faculties.

59312

Postgraduate Academic Writing in Context

8cp; prerequisite(s): 59311 Academic English for Postgraduate Study or equivalent; corequisite(s): enrolled in a postgraduate research degree at UTS [only for postgraduate international students]

This is the final of three compulsory subjects in the Graduate Certificate in English for Academic Purposes (GCEAP) specifically aimed at international students enrolled in a postgraduate research degree at UTS. The aim of this subject is to provide students with ongoing integrated academic literacy and oracy support during the first semester of their postgraduate studies at UTS.

This subject focuses on consolidating postgraduate international students' academic literacy and oracy skills while they complete the first semester of postgraduate studies at UTS. The subject focuses on advanced skills in reading, text drafting and editing, the development of critical writing skills and the

preparation of postgraduate assignments or research documents (articles, conference papers, etc.).

59314

Australian English Language and Culture 1

24cp; 20hpw

This subject enables international students from language backgrounds other than English to develop their English language skills through the study of aspects of contemporary Australian society and culture. Through both class activities and excursions, it introduces students to a range of intercultural issues and provides them with opportunities to interact with native speakers in order to develop the cultural understanding, skills, knowledge and confidence required to use English and participate actively in a variety of settings. The subject focuses particularly on oral skills and includes some participation in mainstream University classes. Students complete a major project using ethnographic research techniques.

59315

Australian English Language and Culture 2

24cp; 20hpw; prerequisite(s): 59314 Australian English Language and Culture 1 or equivalent

This subject continues the language skill development of 59314 Australian English Language and Culture 1 and extends student participation in mainstream University classes. Students complete a number of field projects on topics relating to their own interests or study areas. Lecturers coordinate student progression through these projects through individual and group meetings, presentations by guest speakers, excursions and readings.

59316

Essay Writing

4cp; over 10 weeks

This elective is one of five subjects offered by the ELSSA Centre and it is aimed at non-English-speaking-background students who need to develop their essay-writing skills. It focuses on the critical analysis of topics relevant to different academic areas of study, the development of essay outlines and the final preparation of essays.

59317**Report Writing**

4cp; over 10 weeks

This elective is one of five subjects offered by the ELSSA Centre and it is aimed at non-English-speaking-background students who need to develop their report-writing skills. It focuses on the analysis of topics relevant to different academic areas of study, the development of report plans and the final preparation of reports.

59318**Seminar Presentation**

4cp; over 10 weeks

This elective is one of five subjects offered by the ELSSA Centre and it is aimed at non-English-speaking-background students who need to develop their seminar presentation skills. It focuses on the analysis of topics relevant to different academic areas of study and the development of seminar presentation skills.

59319**Communication for Employment**

4cp; over 10 weeks

This elective is one of five subjects offered by the ELSSA Centre and it is aimed at non-English-speaking-background students who need to develop their employment-seeking skills. It focuses on the analysis of recruitment advertisements relevant to different academic areas of study, and the development of writing and speaking skills required for gaining employment. It also covers work-related communication skills.

59320**English for Business**

6cp; over 10 weeks

This elective is one of five subjects offered by the ELSSA Centre and it is aimed at non-English-speaking-background business students who need to develop their written and spoken communication skills. It focuses on the critical analysis of topics relevant to business study, the development of essay outlines, report outlines, seminar structures and the final preparation of an essay, a report and a seminar.

SUBJECT DESCRIPTIONS

21058

Management Project

6cp; prerequisite(s): 21365 Analysing Management Thinking; first three subjects of sub-major Undergraduate

Provides students who have undertaken the Management major and a sub-major in Employment Relations, International Management, Strategic Management or Small and Medium Enterprise Management with the opportunity to apply the knowledge and skills acquired in these subjects to a management research project in the area of their sub-major specialisation. Further develops students' understanding of management research methodologies and provides them with the necessary skills to design, conduct and report on the project both orally and in writing.

21082

Small and Medium Enterprise Management

6cp Undergraduate

Creates knowledge and analytical skills through applied research and involvement in the process of managing a small and medium enterprise venture in the contemporary business environment. Students collaborate with selected industry practitioners on an industry-based research project. This enables students to acquire the basic competencies necessary for entry into a career in new venture/small and medium business management. Students will appreciate the major ingredients in small and medium enterprise success, and the special problems small and medium enterprises may encounter.

21121

Managing Electronic Business Processes

6cp; prerequisite(s): 21129 Managing People and Organisations; 24307 Electronic Business ; corequisite(s): 24408 Marketing Strategy for Electronic Business Undergraduate

Introduces the major issues and trends impacting upon the management of electronic business processes. Provides an overview of the importance of developing and linking the electronic business strategy of an enterprise to its corporate and business objectives. Explores how electronic business can enhance

the competitive advantage of the enterprise. Students analyse business processes and methodologies for business process re-engineering. Addresses major issues relating to the evaluation of IT systems investments, business performance evaluation, organisational restructuring and the management of cross-functional activities for improved efficiencies. Develops awareness of the impact of electronic business on the management of change in different environments.

21128

International Business

6cp Undergraduate

Introduces students to the multidimensional nature of international business. Discusses the importance of globalisation and how it has changed the competitive environment of business. Introduces the role of multinational corporations and the complexity of international operations and management. Discusses current debates surrounding multilateral bodies. An Australian perspective is adopted throughout with students also developing an understanding of business in Asia.

21129

Managing People and Organisations

6cp Undergraduate

Introduces students to the fundamentals of management and organisational behaviour in the context of today's contemporary global business environment. Examines the major theories and models in areas of communication, group dynamics, individual behaviour and motivation, decision making, leadership, power and politics, and ethics and social responsibility. Places particular emphasis upon the application of theory to dilemmas and issues likely to confront managers today and in the future.

21131

Business Process Management

6cp Undergraduate

Raises awareness of the need to efficiently and effectively manage business processes. Students develop an understanding of how to

manage business processes through examining and assessing the wide range of techniques and tools that have been developed to assist in this and related decision making. Provides a scientific basis for solving business process problems and improving the performance of business processes. The emphasis in this subject is practical rather than theoretical. Students gain an awareness of contemporary approaches to organisational design and change, and the opportunities provided by modern information and communications technologies in achieving competitive advantage.

21134

Introduction to Community Management

6cp

Undergraduate

The subject introduces the basic features of nonprofit organisations, and develops a foundation for students to develop skills in effectively organising and managing aspects of a nonprofit organisation. It examines the requirements of establishing an organisation, the principles underlying the voluntary management structure of nonprofit organisations, the range of types of nonprofits, and their relationship to the community.

21140

Monitoring Organisational Performance

6cp

Undergraduate

Assists students in developing competence in monitoring organisational performance on a number of levels. Incorporates a critical analysis of current theories of organisational performance, examining the difficulties of measuring the performance of organisations providing human services, the tools and technologies for evaluating and improving the performance of nonprofit organisations, and the use of evaluation data for performance improvement.

21143

Current Issues in the Community Sector

6cp

Undergraduate

This subject provides an opportunity for students to keep up-to-date with current issues, and to apply the theoretical frameworks already gained to systemic problems and concerns. Through regular seminars, students explore the social, political and economic issues affecting the operation of community organisations.

21146

Volunteering in the Community Sector

6cp

Undergraduate

Familiarises students with the importance of volunteers to nonprofit organisations, with the history and principles of organised volunteering, and with the motives and recruitment of volunteers.

21183

Funds Development

6cp

Undergraduate

Introduces students to the variety of revenue sources utilised by third-sector organisations and the variety of methods that are used to tap these resources. Particular attention is given to fundraising from individuals and corporations, but the emphasis is on effectively managing a whole variety of funding resources.

21184

Government and Community Sector

6cp

Undergraduate

Familiarises students with the ways governments operate, and relations between community organisations and governments are constructed and conducted.

21185

Social Change and Community Practice

6cp

Undergraduate

Critically appraises the contributions that community organisations and their programs and activities make to personal and societal transformation in the current social, political, and economic context. The connection of principles drawn from social and political theory to the practice of community organisations will be discussed. Students will explore these links, and develop specific skills in the organisational practice of strategic planning and program development as they undertake individual and group projects.

21186

Community Management Project 1

6cp

Undergraduate

21187

Community Management Project 2

6cp

Undergraduate

Enables students to undertake a practical project involving a specific management problem. Extends the students' capacity to apply skills to practical management problems in the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the identification and analysis of a management problem, the development and implementation of a strategy to address the problem, and an evaluation of the impact of the strategy. The projects will be designed and proposed by the student, and will be subject to negotiation with and approval by the subject coordinator. Each subject will require a different project proposal. Students will be required to demonstrate the relevance of the project to their own learning and to the workplace. In some circumstances, students may gain approval to draw on major projects that they have already carried out.

21188

Community Sector Project 1

6cp

Undergraduate

21189

Community Sector Project 2

6cp

Undergraduate

Enables students to undertake exploratory or applied projects focusing on particular industry problems or issues. Extends the students' capacity to apply their accumulated knowledge and skills to addressing industry issues that impact on the workplace, drawing on experience that students have already gained in the industry and the skills they have developed during the course. The projects will involve the researching and analysis of an environmental factor that impacts on community organisations, the development and implementation of a strategy to address the issues, and an evaluation of the impact of the strategy. The projects will be designed and proposed by the student, and subject to negotiation with and approval by the subject coordinator. Each subject will require a different project proposal. Students will be required to demonstrate the relevance of the project to their own learning, to the workplace

and to the industry generally. In some circumstances, students may gain approval to draw on major projects that they have already carried out.

21193

Introduction to Corporate Strategy

6cp; prerequisite(s): four completed core subjects of the Bachelor of Business

Undergraduate

Introduces students to the concept and process of strategic analysis and decision making. Provides students with competencies, skills and the understanding necessary for implementing and managing the strategy process which aims to ensure the long term viability and success of an enterprise. Thus students can more readily understand, communicate and materially contribute to the purpose of the organisation. Gives participants an understanding of the contemporary business environment in which business operates and how decision-making processes, leadership and organisational politics impact on the strategic activities of managers.

21210

Business, Government and Society

6cp; prerequisite(s): 21129 Managing People and Organisations

Undergraduate

Focuses on the relationship between business and government in Australia. Examines the structures and processes of government in Australia and the social context in which business and government operate. Students develop an understanding of techniques for the formal analysis of government/business relationships, and of the ethical and social responsibilities of business.

21221

Organisational Structure and Change

6cp; prerequisite(s): 21129 Managing People and Organisations

Undergraduate

Considers the various structural forms that organisations may take and the pressures which led to their adoption. Covers the strengths and weaknesses, as well as the management challenges, of running each form. Various change models are examined, and the interaction of the organisational change process with the forces driving change is considered. The impact of internationalisation and current organisational design issues are discussed.

21223**Social Analysis and Indigenous Community Organisations**

6cp

Undergraduate

Introduces a conceptual framework for examining the historical and current social context of policy development in regards to indigenous people in Australia. Explores the role of indigenous organisations in responding to social policy.

21224**Indigenous Community Research**

6cp

Undergraduate

Provides a foundation in basic research and evaluation skills as they can be applied in indigenous community organisations. Introduces students to basic research skills which they may be able to use in a variety of ways, such as carrying out a community needs analysis, evaluating the performance of their organisation, conducting action research, assessing the community's response to the service, and undertaking research into community issues. Students are encouraged to evaluate and modify techniques for use in indigenous communities.

21225**Managing Human Resources in Indigenous Organisations**

6cp

Undergraduate

Introduces the basic principles of personnel management and industrial relations and explores their applicability and application in indigenous organisations. Explores the unique features of community management and the roles and personnel practices in relation to paid staff and volunteers. Examines recruitment, selection, staff development principles, industrial conditions and resolving industrial disputes.

21306**International Employment Relations**

6cp; prerequisite(s): 21129 Managing People and Organisations

Undergraduate

Introduces the theories, issues and practices involved in the management of employment relations within an increasingly competitive global market. As well as gaining a broad understanding of the context and nature of

different systems of international employment relations, students are encouraged to explore the cross-national similarities and differences between Australia and its geographical neighbours and trading partners through the completion of case studies and the research of current literature on the topic. Exposes students to the human resources policies and practices of multinational corporations, and explores how they are utilised for competitive advantage.

21365**Analysing Management Thinking**

6cp; prerequisite(s): 21129 Managing People and Organisations

Undergraduate

Exposes students to the wide variety of frames of reference that underlie management literature and helps them to develop the critical skills necessary to understand, interpret and evaluate this literature. The broad knowledge and interpretive skills gained will be useful to students in all other management subjects as well as in the practice of management. Topics covered range from the rise of modern management, through to post-modern concepts of management and organisation, and include a critical evaluation of recent trends in management practice such as Total Quality Management, re-engineering and the learning organisation.

21407**Strategic Human Resource Management**

6cp

Undergraduate

Focuses on the strategic nature of human resource management (HRM) functions within various organisations and builds on general issues first raised in 21306 International Employment Relations. Develops an appreciation of critical HRM issues through an exploration of conceptual issues such as alternative ways of viewing the HRM field, how HRM should relate to changes in the organisational environment, and the relationships between organisation strategy and HRM functions. The underlying concept considered in this subject is how an organisation in a changing environment can best manage its human resources in such a way as to provide long-term benefits to the organisation.

21440

Management Skills

6cp; prerequisite(s): 21129 Managing People and Organisations
Undergraduate

Develops an understanding of the nature of intrapersonal and interpersonal competencies and their relevance to management practice in contemporary organisations. Explores behavioural skill learning in order to establish a platform for continued development on the part of the student. Cultural and gender issues are also explored in this context.

Topics covered include the nature of intrapersonal and interpersonal competence; theoretical underpinnings of behavioural skills learning; self-management skills; basic interpersonal communications skills; assertion and influence skills; and the applied skills of small group management, presentation, negotiation and conflict resolution, interviewing, networking and leadership.

21530

Global Strategy

6cp
Undergraduate

The inevitable changes in the world environment are creating new opportunities and challenges for the entire Australian business community. In today's global economy companies need a total strategy that includes a globalisation component. The subject provides practical guidance on how to implement a globalisation strategy in order to achieve a truly successful, total global strategy. Examines the contemporary international business environment, focusing on the issues of strategy, leadership and strategic alliances. Examines a systematic framework for evaluating which elements of a strategy to globalise, and to what degree.

21532

Applied International Business

6cp; prerequisite(s): four foundation and three elective subjects in the International Business major or equivalent
Undergraduate

This capstone subject involves applying knowledge gained from the study of prerequisite subjects in the International Business major. Students will achieve this through undertaking research and working on an international business problem while working with an Australian or international organisation. Students will develop a project proposal

outlining the methodology for in-depth investigation of a particular issue; analyse primary and secondary data gathered from the client organisation and outside sources; and prepare oral and written reports of findings in all relevant areas of international business operations.

215550

Human Resource Management

6cp
Undergraduate

Introduces students to the theory and practices utilised to manage an organisation's human resources. Establishes the nature and function of the various components of typical human resource management (HRM) practices, and exposes students to the skills of HRM through the use of structured exercises. Considers the future direction and strategic application of HRM within Australia and overseas.

21591

International Management

6cp; prerequisite(s): 21129 Managing People and Organisations
Undergraduate

Develops an understanding of the management practices required to successfully conduct business in other countries. Develops an appreciation of the distinctive features of selected countries and their particular management practices. Explores the ways in which management theories and behaviours may be adapted to suit their application in an international setting. Aims to enhance the skills of Australian managers operating internationally through the development of a more integrated view of international business and related management practices.

21593

International Business and Government

6cp; prerequisite(s): 21591 International Management
Undergraduate

Involves an exploration of the dimensions of the business-government relationship and the roles of these major institutional players in different societies. A fundamental question involves the direction and effectiveness of influence and control. Includes a comparative analysis of the business-government relationships in a selection of industrialised and developing countries.

21595**International Management Field Study**

6cp; prerequisite(s): 21128 International Business; 21591 International Management or 21531 Managing the International Organisation or 21593 International Business and Government Undergraduate

Offers students the opportunity to integrate previous learning in international business and management and to assess theory, practice and multicultural skills via a short, intensive field study in a foreign country. Completion of the subject will allow credit by substitution for the subject 21532 Applied International Business in the International Business major. Students will be expected to demonstrate an ability to research independently and in syndicates in a mature and highly competent manner before being accepted into the subject. Formal class sessions will be limited.

21630**Management of the Strategy Process**

6cp; prerequisite(s): 21129 Managing People and Organisations Undergraduate

Explores how managers influence strategy processes and can effect valuable changes in organisational activities. On completion, students should be able to demonstrate an ability to critically analyse strategy processes and understand how these processes can be influenced. Through the medium of class discussion, reflective journal and case history analysis, students test their levels of conceptual abilities and understanding of contemporary business practice.

21702**Industrial Relations**

6cp; prerequisite(s): 21720 Employment Relations Postgraduate

Provides an in-depth knowledge of the institutions, processes and forces in Australian industrial relations. The contemporary pressures upon industrial relations and the major legislation affecting the workplace will be discussed and analysed. The practical skills required to effectively handle industrial relations will also be covered, particularly those relating to grievance procedures, negotiations and advocacy. A number of overseas industrial relations systems will also be critically analysed.

21715**Strategic Management**

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions; 25706 Economics for Management; 24734 Marketing Management; 25742 Financial Management Postgraduate

This is an integrating subject concerned with top management strategy for, and management of, change in the economic and social environments of business. Case studies from real business situations are examined. Topics include strategy formulation, strategic planning, management audits, management of change, and social responsibility and corporate effectiveness.

21716**Employment Relations Research Project**

6cp; prerequisite(s): 21751 Management Research Methods; 21752 Employment Relations Research Proposal Postgraduate

The study planned in 21752 Employment Relations Research Proposal is carried out and a suitable report is submitted. The major phases will include data gathering, data analysis, interpreting results, and establishing the relationship of these results to the literature and the purpose of the project.

21717**International Management**

6cp Postgraduate

Encourages participants to study how people in other countries go about conducting business and managing their enterprises; ascertain the reasons behind their various management practices; assess their effectiveness; and determine the implications for Australian managers. Helps develop an integrated world view to provide a better basis for decision making within the international business arena.

21718**Organisation Analysis and Design**

6cp Postgraduate

Develops skills in organisational analysis. Develops diagnostic and prescriptive skills in regard to organisations. Focuses on the description and analysis of organisations as formal structures, political systems and cultural entities.

21720

Employment Relations

6cp

Postgraduate

This subject presents an introduction to the areas of industrial relations and human resource management. Topics covered include historical steps in the development of the human resource function and the forces that have shaped its development; major functions of employment relations managers; the relationship between the human resource and industrial relations functions in the modern organisation; the nature of industrial relations and the contribution to understanding made by several conflict theorists; the structure and functioning of formal industrial relations; the form and function of the employer and employee organisations, parties to employment relations; and the nature of efficiency restructuring and enterprise bargaining and their impact upon the management of employment relations.

21722

Leadership and Management Action

6cp; prerequisite(s): 21813 Managing People

Postgraduate

Emphasises understanding the role of the manager as leader, decision maker and change agent. Topics include the manager's role; transformational/transactional leadership; rational and incremental decision making; decision-making-alternative strategies; situational characteristics of decision making; creativity and problem solving; transactional analysis; the rational-emotive approach; the Gestalt approach; and dealing with interpersonal conflict.

21724

Human Resource Management

6cp

Postgraduate

Develops the ability to locate, critically analyse and explain the relevance of the recent literature in key areas of Human Resource Management (HRM). Emphasises strategic models of HRM, and the links between HRM and recent trends in management theory and practice.

21725

Organisational Change and Adaptation

6cp

Postgraduate

Develops an understanding of strategies, methodologies, and intervention techniques and skills in managing planned or adaptive organisational change. Consists of two components – a knowledge component and a skills component. The former will be presented through normal lecture discussions. The skills component will be covered through group involvement in an ongoing or potential organisational change problem, through which a group will act as a team of change agents. Results of their efforts will be presented in a two-day non-residential workshop at the end of the semester.

21728

Public Sector Management

6cp

Postgraduate

Introduces students to the theory and practice of public sector management. Explores the competing theories about management in the public sector, and examines practical management skills in the public sector in the light of these competing theories.

21730

Workshop in Advanced Managerial Skills

6cp; prerequisite(s): 21813 Managing People and at least two years' work experience

Postgraduate

Provides a unique workshop-based approach for students to understand themselves and develop their managerial skills and competencies. Learning is experiential and progresses in the following way. Students first participate in a two-day seminar which provides theoretical frameworks and exercises for gaining feedback and insights into their patterns of managerial behaviour. Together with a first assignment, this enables them to focus on particular areas where they would choose to develop increased effectiveness.

A three-day workshop then provides opportunities for students to explore their managerial patterns and to experiment with new and more effective ways of improving their managerial competencies in the areas they have defined. A second post-workshop assignment builds upon and consolidates transfer of learning to work and other situations.

The approach used in this subject is intensive and its teaching methodology is very different from that employed in 21779 Management Skills. Students should choose either subject depending on the teaching approach they prefer. If students have completed 21779 first, it is possible to then undertake Workshop in Advanced Managerial Skills with permission from the Subject Coordinator.

21731

Resources Management (Nonprofit)

6cp

Postgraduate

Provides a foundation knowledge of resource management in community (nonprofit) organisations. Provides the opportunity to develop basic skills and knowledge of accounting and finance, but also critically analyses the issues that arise from applying conventional financial management control to a nonprofit, voluntary organisation. Topics include costing, budgeting, and the preparation and analysis of financial statements.

21739

Health Funding Policy and Resource Management

6cp

Postgraduate

Develops basic skills in accounting and finance; analyses constraints upon revenue sources and budgetary processes in government agencies; and examines Budget papers, annual reports, Parliamentary scrutiny, Auditors-General, and internal auditors. Students will be expected to demonstrate competence in budgeting, cash management, cost minimisation, cost-volume-profit analysis, and financial statement analysis. Topics include basic accounting concepts; economic theories and concepts; policies, expenditure and issues in public health; allocation of resources; preparation of a unit budget; accountability for public resources; Casemix and related concepts; funding issues – privatisation, managed care; financing healthcare, insurance, contracts, managed care, and reform of health insurance policy; and performance review and reporting.

21741

Operations Management

6cp

Postgraduate

Operations management is about the way organisations produce goods and services. Everything we buy, eat, read and wear has to be produced. Every service we receive from hospitals, banks, local government, the local cinema, etc. has to be produced. This subject provides a broad introduction to planning, design, implementation and improvement of operations. Topics covered include operations strategy; various approaches to operations planning and control; quality management; performance measurement; supply chain management; and operations improvement. Teaching methods include case studies and a hands-on simulation exercise.

21742

Quantitative Management

6cp

Postgraduate

Provides an introduction to the application of operations research and mathematical modelling techniques to the solution of business problems. The practical application of the various techniques is stressed. Hands-on experience is gained through the use of computer software packages. Topics covered include a revision of basic statistics; project management (CPM/PERT); decision models; simulation techniques; linear programming; statistical quality control; game theory; and inventory management.

21743

Quality Management Systems

6cp

Postgraduate

Develops an understanding of the practical and managerial aspects of quality, including the fundamentals of Total Quality Management and its relationship to productivity and organisational performance. Topics include the fundamentals of quality, productivity, and organisational performance; Total Quality Management; traditional concepts and modern definitions of quality; quality management tools and techniques; quality standards; and performance measurement.

21744

Materials Management

6cp

Postgraduate

Presents a strategic approach to production planning and control. Topics include a framework for the analysis of production planning and control systems; different approaches to production planning and control e.g. time-phased (MRP), JIT, ROP, TOC; a strategic approach to the selection of production planning and control systems; integrating MRP and JIT; implementation issues; shop-floor scheduling techniques; benchmarking for performance measurement; and developments in EFI and their likely impact on production planning and control systems.

21745

Service Operations Management

6cp

Postgraduate

The management of the design, production and delivery of services, and the application of operations concepts and methods to service situations. Topics include strategic management and marketing, process analysis, and delivery systems; establishing, measuring and control of service levels; location and layout; capacity planning; quality assurance; organisational behaviour and design in services; and managing professional services.

21747

Operations Management Policy

6cp; prerequisite(s): 22747 Accounting for

Managerial Decisions

Postgraduate

Based around a computer simulation of a real-world manufacturing organisation in which students make up a management team. Participants relate strategic operations management issues to other functional areas of business, to the business itself, and to relevant product/market environments. Includes briefings on the formulation and implementation of a number of business plans, and role-play exercises. A high degree of student interaction and cooperative teamwork is required.

21749

Computer-based Information Systems for Managers

6cp; prerequisite(s): basic understanding of personal computer systems, DOS, and introduction to software packages

Postgraduate

Provides an overview of computer based information systems; examines how information systems are designed to support management functions; explores the use or misuse of information systems in the public sector. Topics include the concepts of MIS, information technology, and the uses and applications of management information systems; database management systems, design of systems, evaluation, and control of information systems; and the implications of introducing information systems in organisations.

21751

Management Research Methods

6cp

Postgraduate

Contributes to the students' vocational and professional competencies by giving training in the analytic and research skills that can be applied to the solution of problems encountered in their professional lives. Provides the necessary expertise in research methodology for the project-based subjects which are a part of the students' postgraduate programs. Topics include survey research, experiments and quasi-experiments, case studies, content analysis and interviews.

21752

Employment Relations Research Proposal

6cp; prerequisite(s): 21751 Management Research Methods; corequisite(s): 21751 Management

Research Methods

Postgraduate

In this subject, students complete a thorough literature review and develop a detailed proposal for the project to be completed in 21716 Employment Relations Research Project. Students will be allocated to a supervisor appropriate to their topic area and will be expected to undertake in-depth and extensive reading in this area. The project proposal will be submitted as a written proposal covering the literature review and the aims and research methodology of the proposed project.

21758**Strategic Governance and the Business of Government**

6cp; prerequisite(s): completion of Stage 2 of the Master of Management (Public) or its equivalent
Postgraduate

Draws upon strategic management models for the public, private and nonprofit sectors and the previous studies of students. It helps them to develop a capacity for 'big picture' analysis, planning and implementation of strategy.

21759**Strategic Issues in Community Management**

6cp; prerequisite(s): 21766 Managing Community Organisations; 21767 Third Sector: Theory and Context
Postgraduate

Introduces students to strategic management in community (nonprofit) organisations. Provides the opportunity for students to reflect on, extend, and integrate their knowledge of community management gained from preceding subjects in the course. Explores critical issues currently impacting on the sector, and appropriate strategic responses to those issues. Encourages a strategic perspective on the management of organisations and an ability to apply that perspective within community organisations.

21760**Employment Conditions**

6cp; prerequisite(s): 21720 Employment Relations
Postgraduate

Provides a focus and workplace application for employment relations, human resources management, industrial relations and industrial law. Topics covered include establishing wage/salary packages – legal minimal, relativities; wage and salary administration; awards of the Industrial Tribunals and Enterprise Agreements; annual leave, sick leave, other leave, penalties and loadings, over-award, incentive, productivity and other payments; health and safety conditions and legislation; and non-wage conditions of employment.

21766**Managing Community Organisations**

6cp
Postgraduate

Provides an introduction to the field of community management. Develops a critical appreciation of management practices and organisational forms within the community sector, evaluates the application of different models of management, and explores key issues such as governance and accountability.

21767**Third Sector: Theory and Context**

6cp
Postgraduate

Introduces students to some of the ways of thinking about the third sector and the community sector within it. Students study a growing body of knowledge about the third sector, its origins, dimensions and contribution to society, economy and polity of Australia and selected other countries. It also introduces students to ways of thinking about the dynamic interaction between third sector organisations and the social, economic and political systems in which they are embedded.

21769**Human Resources in the Third Sector**

6cp; prerequisite(s): 21766 Managing Community Organisations
Postgraduate

Together with 21731 Resources Management (Nonprofit), examines the prerequisites of good management i.e. the management of basic human and material resources. It focuses on those features and issues of human resource management that are distinctive of community or nonprofit organisations, including the nature of the labour market, the use of volunteers, and the issues of leadership, control, and best practice.

21775**Comparative International Employment Relations**

6cp
Postgraduate

Provides students with a knowledge of the nature and management of employment relations from an international perspective. Introduces, at a conceptual level, the major elements of human resource management and the industrial relationship, including key

forces, parties and processes. Examines the impact of culture, history and other variables upon the development of employment relations practices and processes, and analyses several national systems of employment relations. Considers the nature and impact of international labour standards and the role of bodies such as the International Labour Organisation, the European Union and ASEAN. Also examines the particular employment relations issues and difficulties associated with multinationals, expatriate labour and cross-cultural management.

21778

Developing Financial Resources

6cp; prerequisite(s): 21766 Managing Community Organisations
Postgraduate

Introduces students to the variety of revenue sources utilised by third sector organisations and the variety of methods that are used to tap these resources. Particular attention is given to fundraising from individuals and companies, but the major emphasis is on effectively managing and developing the variety of revenue sources in the context of the organisation's environment and in accord with the organisation's mission.

21779

Management Skills

6cp; prerequisite(s): a minimum of two years' work experience
Postgraduate

Students will develop insight into the interpersonal skills requirements of managers and establish a basis for the future development of skills. Deals experientially with the interpersonal skills needed by managers to lead teams successfully. Takes the individual's awareness of his or her skills and interpersonal style as its starting point and goes on to examine basic communication skills such as listening, counselling and non-verbal behaviour. Deals with applied skills including interviewing, time management, goal setting, delegation, group facilitation and meetings management, decision making, conflict management and negotiation, and organisational communication.

21781

Social and Community Research

6cp; prerequisite(s): 21766 Managing Community Organisations; 21767 Third Sector: Theory and Context
Postgraduate

Introduces the theory and methods of social research as applied within the community sector. Explores research as a problem-solving and political tool, critically examines both quantitative and qualitative research methods, and introduces the basis of statistical analysis (using SPSS). Provides a basis of understanding for those who manage or use research projects, and provides a necessary basis for those undertaking their own research.

21784

Global Business Competitive Intelligence

6cp
Postgraduate

Business or competitive intelligence is increasingly used by firms seeking to improve their ability to compete globally. Traditional management information systems are often unable to keep track of global opportunities and threats, or else provide so much information that decision makers are overwhelmed. Business and competitive intelligence is an important aspect of strategic planning. As such, it draws on, develops and applies concepts from a number of disciplines.

21785

Research Techniques in Management

6cp
Postgraduate

Provides research students with the knowledge and skills to make critical methods and design choices in business research. Reviews the common problems in making choices and reviews the costs and benefits of various options available to business researchers. Applies students' existing knowledge of disciplinary theories, research methods and statistics to solving research design issues and writing.

21786

Research Seminars in Management

6cp
Postgraduate

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

21792**Research Project (Public/Community)**

6cp; prerequisite(s): 21781 Social and Community Research
Postgraduate

Students apply their knowledge and research skills to the in-depth study of a specific topic. This will occur through a search of the literature, and either an applied consultancy project, or a small-scale empirical research project. A research report will be produced which reviews the topic, presents the findings and evaluates the implications of those findings.

21794**Research Proposal – Operations Management**

6cp; prerequisite(s): completion of Semesters 1 to 4 of the Master of Business in Business Operations Management
Postgraduate

Involves the identification of a suitable project topic, the completion of a thorough literature review in the chosen topic area and the development of research methods that address the purpose of the project. Most projects are based on a work-related problem and provide an opportunity to use knowledge and techniques learnt during the course in a practical way. The project is carried out in 21795 Business Project – Operations Management. The project proposal will be presented orally to a graduate seminar, and submitted as a written proposal covering the literature review and the aims and research methodology of the proposed project.

21795**Research Project – Operations Management**

6cp; prerequisite(s): 21794 Research Proposal – Operations Management
Postgraduate

The study planned in subject 21794 Research Proposal – Operations Management is carried out and a suitable report is submitted. The major phases will include data gathering, data analysis, interpretation of results, and establishing the relationship of these results to the literature and the purpose of the project.

21797**Managing the Supply Chain**

6cp
Postgraduate

Strategic supply chain management introduces a dynamic, revitalised organisation function presently enjoying a worldwide revival as a key element of competitive advantage. Introduces a range of sophisticated concepts of purchasing and materials management. Relevant to the private, public or nonprofit sectors, this subject covers a wide range of supply chain management activities including formation and management of strategic alliances, buyer selection and management, global sourcing, ethics in contracting situations and applications of information technology in supply chain management.

21798**Strategic Supply Management**

6cp; prerequisite(s): 21797 Managing the Supply Chain
Postgraduate

Draws together the wide range of concepts which have been covered in earlier parts of the program and enables the students to conceptualise purchasing and materials management within the framework of the corporate strategy process. Keeps practitioners up-to-date with the latest practices and policies in the business, government and nonprofit sectors that ensure procurement is part of the strategic decision-making process.

21811**Global Strategic Management**

6cp; prerequisite(s): 24734 Marketing Management; 25742 Financial Management; 25706 Economics for Management; 22747 Accounting for Managerial Decisions
Postgraduate

Provides an understanding of the contemporary international business environment and how business can formulate appropriate organisational strategies. A variety of strategic options available to organisations will be explored. Emphasis will be placed on the inevitability of changes in the global environment and on the need for strategic management in this changing environment in Asia, Europe and the USA.

21813

Managing People

6cp

Postgraduate

Uses a behavioural science theory and research perspective to diagnose organisational processes. Students learn to apply behavioural science ideas to analyse individual performance issues and organisational processes in the management of human performance at work; relate people management practices to developments in management thought and to changing values in the world of business and administration; critically evaluate the major theories and models that have been developed to explain individual, group and inter-group behaviour in work organisations; and appraise organisational communication practices in the context of organisational diversity.

Provides an introduction to the field of people management; basic individual psychology; motivation, job design and performance management; managing groups at work; self-managing work teams; intergroup behaviour and conflict in organisations; leadership; behavioural aspects of decision-making; and communication for people management.

21814

Management Project Design

6cp; prerequisite(s): normally completion of the first eight subjects in the Master of Management program; corequisite(s): 21751 Management Research Methods

Postgraduate

Further develops knowledge and skills in management research. Specific content will be determined by the student and his or her supervisor in relation to the specific project topic.

The major emphasis will be on defining the topic; locating the relevant literature; analysing this literature and integrating it with relevant issues; formulating conclusions and implications arising from the literature review; designing a study to explore these implications; and preparing a report.

21815

Management Project

6cp; prerequisite(s): 21751 Management Research Methods; 21814 Management Project Design

Postgraduate

The knowledge of research methods gained from Management Research Methods is applied in the data gathering, analysis and

interpretation phases. On completion, students will be able to systematically gather, process and interpret data in the area of management; effectively relate research results to the relevant management literature; prepare a thorough and effective report on a completed management project; and demonstrate a comprehensive knowledge in the area chosen for the project.

21817

Volunteering: Social and Organisational Perspectives

6cp

Postgraduate

The level of volunteering in a society is a sign of its well being, and third sector organisations are the main beneficiaries of volunteering. This subject provides students with a comprehensive introduction to the social phenomena of volunteering and the use of volunteers by third sector and public organisations. This is an elective subject and will be taught only if sufficient interest is expressed.

21819

Managing in an Era of International Market Orthodoxy

6cp

Postgraduate

Seeks to provide participants with an opportunity to explore the link between government economic policies since World War II and the emergence of management responses to these policies across private, public and nonprofit organisations. Takes a management approach to the problems and opportunities posed by contemporary economic policies that have seized the political agenda in more than one hundred countries. Taking a global perspective, the subject provides an international comparison of management responses to current economic, political and social issues.

21821

Grassroots Organising for Global Change

6cp

Postgraduate

Within a context of globalisation, this subject critically appraises the diverse contributions an emerging global civil society in general, and non-government organisations (NGOs) in particular, make towards personal and societal global transformation. The connection of principles drawn from social and political theory such as participatory decision making

and empowerment, to the practices of international NGOs, intermediate NGOs and Peoples' Organisations towards a 'grassroots' or 'bottom up' transformation are discussed. Students will have an opportunity to explore these links and specialise in micro-skills development in specific areas such as program development and advocacy in assignment work.

21822

International Health Management

6cp
Postgraduate

Examines two main aspects of health management – trends and lessons from overseas that have relevance for Australian health managers and the potential marketing and transfer of Australian health management expertise to overseas countries. Topics include health funding policy (and epidemiological considerations), health care models and management systems; context of health management (prevailing conditions); management of health technology; ethical and legal dimensions of health management; and concepts of quality management.

21827

Change Management

6cp
Postgraduate

Provides managers with a framework for re-thinking their past change management experiences, and for gaining a critical appreciation of future change management practices. Takes students through four aspects of change management: leading change; managing individual experiences of change; conceptualising the need for change; and critiquing specific change management programs.

21828

Interpreting Strategic Thinking

6cp
Postgraduate

Contributes to students' vocational and professional competencies by providing an holistic, comprehensive and applied approach to the concepts of corporate strategy that is essential to strategic thinking. Designed especially for advanced management and MBA study.

21832

Managing for Sustainability

6cp
Postgraduate

Provides students with a framework for incorporating the natural environment into business strategies and practices. Provides an opportunity to systematically understand business–environment relationships and integrate concepts and techniques from disciplines ranging from operations management to environmental sociology. Provides a unique set of skills for future managers to transform environmental challenges into business opportunities.

21833

Strategic Management of the Global Workforce

6cp
Postgraduate

Focuses on issues relating to the management of a global flexible workforce, specifically strategic international dimensions of human resource management (HRM). Topics include the strategic link between international business and international HRM; theories of strategic international HRM; strategy, structure and the people management function; contemporary issues in international HRM; expatriate management; and critical evaluation of the international HRM function. Particular emphasis will be placed on the management of expatriates in new organisational forms e.g. networks and joint ventures.

21835

Human Resource Management Practices

6cp
Postgraduate

Examines key human resource management (HRM) functions and processes from the perspectives of the multiple stakeholders in the employment relationship. Develops specific HRM knowledge and skills in workforce planning; job analysis; position descriptions; staffing; training and development; performance management; and remuneration management. Develops a critical perspective to the strategic function of HRM in the strategic management process.

21837

Strategic Operations Management

6cp; prerequisite(s): any four core MBA subjects
Postgraduate

Provides an applied perspective to the question of how to analyse and manage business operations in both the manufactured goods and the service sectors. Adopts a strategic focus in demonstrating how operations can be used to leverage the competitive capability of an enterprise in global markets and to increase effectiveness of public sector delivery environments. Raises awareness of the increasing interdependence between service functions as integral to the process of manufactured goods.

21840

Executive Knowledge Management

8cp
Postgraduate
Executive MBA (B078) students only

The basis for international interest in implementing knowledge management is the need to understand the real value of knowledge, to create new knowledge management philosophies, standards and practices, and to establish new models of success. This subject examines the movement away from the traditional paradigm of 'hoarding knowledge' to a structured approach which creates the incentive for sharing knowledge and establishes a knowledge management framework. Students are introduced to management initiatives of implementation, technology strategies, planning organisational transformation and a general understanding of the future environment for managing knowledge within the organisation.

21841

Corporate Governance and Strategic Direction

8cp
Postgraduate
Executive MBA (B078) students only

Provides a deeper understanding of the way companies are owned and controlled and of the systems for corporate governance which exist in different institutional environments. The subject provides students with a positive philosophy about the way they can structure thinking about corporate strategy and focuses on the development of corporate strategies by adopting a comprehensive approach incorporating different perspectives. The subject is holistic, comprehensive and takes a practical, applied approach to theoretical concepts.

21842

Managing Responsible Business

6cp
Postgraduate

Provides a systematic examination of how business can demonstrate responsible practices toward other stakeholders, including communities and trading partners locally and globally, and the general environment. Addresses these issues from multiple perspectives and at levels ranging from the individual to the international community.

21843

Managing Intelligence for Global Business

6cp; prerequisite(s): minimum two years' full time work experience
Postgraduate

Gaining and maintaining a competitive advantage in business and government often relies on keeping fully informed about potential developments likely to affect the future of an organisation's products and its markets both within Australia and internationally. The establishment and maintenance of a strategically designed, competitive intelligence system within an organisation is one way of keeping up to date about opportunities and threats. However, competitive intelligence involves considerations that are far broader than just maintaining details of market or industry analysis. Knowledge of the country context such as barriers to, or ease of entry, the end for strategic alliances; legislative frameworks; labour market structures; and the stability of political systems provide some key focus points for examining the global environment.

21845

Program Planning

9cp
Postgraduate – Work-based Learning award only
Non-award subject

Program Planning is the first stage of a Work-based Learning award. It offers conceptual frameworks and practical support that provide participants with an understanding of how to develop a proposal for a customised learning program, based on their needs in the workplace. The process stresses critical reflection and the use of work as a field of academic inquiry. Participants work together with their academic adviser and employer to develop a proposal for a tailored learning program. The proposal provides a rationale and argument for the desired award level, the

overall title of the award, and its content. The award content may be composed of differing proportions of Recognised Current Capability (36002–36048) and Work-based Projects (30103–30148). It may also include formal subjects offered by UTS or other tertiary institutions. Satisfactory completion of this non-award subject accumulates academic credit towards the approved Work-based Learning award.

21853

Strategic Competitive Advantage in the Digital Age

6cp
Postgraduate

An integrating subject concerned with obtaining competitive advantage at a strategic level in the digital age. Using a framework approach to strategic competitive advantage and change management, the subject examines the digital information age at three levels. First, at a national policy level by comparing the approach of the USA, UK and Australia. Secondly, at the level of tele-media industry and the organisations that supply it. Thirdly, the effect of the digital age (through e-business) on the strategic competitive advantages of industries already affected in the USA will be reviewed, as well as changes to competitive advantage in Australia.

21854

Innovation and Entrepreneurship

6cp
Postgraduate

Presents students with a perspective on new, small and innovative enterprise in comparison with the traditional large, bureaucratic and conservative organisation. An understanding of innovation and new venture creation is provided. Students gain an appreciation of the challenges and problems of small business and develop the skills valuable for a career in small to medium enterprises.

21856

Career and Portfolio Development

6cp
Postgraduate

Assists students to review learning and plan career paths for themselves and for the people they manage and supervise. Provides the theoretical and practical frameworks for students to integrate their credentialed and uncredentialed learning into a cohesive portfolio that will position them optimally for

career choices in the sector. Enables students to identify gaps in their repertoire of knowledge and skills, which can then be addressed within the industry-training program.

21857

Global Business Strategy in the Digital Economy

6cp
Postgraduate

Creates an awareness of the constraints and challenges that managers may experience when formulating and implementing e-business strategies in the borderless world of global business. Gives participants an understanding of the contemporary business environment in which international business operates and how business can formulate appropriate global value chain strategies. Focuses on specific issues involved in electronic business that apply when doing business across national boundaries and when operating on a global basis. Explores a variety of strategic options which are available to international business organisations.

21859

The Virtual Value Chain

6cp
Postgraduate

The integrated value chain is a process by which multiple enterprises within a shared market channel collaboratively plan, implement, and electronically and physically manage the flow of goods, services and information along the entire value chain from point of origin to consumption. This process increases customer-perceived value and optimises the efficiency of the value chain, creating competitive advantage for all stakeholders in the value chain. This subject focuses on the transformation of the integrated value chain. It also enables the analysis of the deconstruction of value chains possibly within newly emerging electronic networks with the arrival of new business models and business ecosystems.

21860

Managing Knowledge

6cp
Postgraduate

The basis for the global momentum of implementing knowledge management is the need to understand the real value of knowledge, to create new management philosophies, standards and practices and to establish new

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models of success. This subject examines the movement away from the traditional paradigm of 'hoarding knowledge' to a structured approach, which creates the incentive for sharing knowledge and establishes a knowledge management framework. Introduces the management initiatives of implementation, technology strategies, planning organisational transformation, and a general understanding of the future environment for managing knowledge within the organisation

21861

Human Capital

6cp

Postgraduate

This subject enhances awareness and understanding of the ways in which the rapid development of the knowledge economy is transforming the nature of production, jobs, companies, markets and all aspects of economic activity. As the importance of knowledge to competitive advantage increases and the value of intangibles begins to far outweigh the economic significance of physical assets, the development of human capital becomes central to business success. The subject informs on new models for future strategies to develop personal, corporate and national knowledge economies.

21862

Motivating and Managing People

8cp

Postgraduate

Executive MBA (B078) students only

Examines people management policies and practices from the perspective of the senior manager. Notes contemporary trends in organisational structure and explores related people management theory and practice using a behavioural science framework. Enables students to use behavioural science ideas to analyse individual performance issues and organisational processes in the management of human performance at work; relate people management practices to developments in management thought and to changing values in the world of business and administration; and critically evaluate the major theories and models that have been developed to explain individual, group and inter-group behaviour in work organisations.

21863

Changing the Organisational Design

8cp

Postgraduate

Executive MBA (B078) students only

How organisations are structured has come to be recognised as a key strategic issue facing managers in enhancing their organisational performance. This subject provides students with skills in assessing the appropriateness of organisation structures in an e-commerce world. To assist in how to successfully change organisational structures, the subject enhances students skills in managing change with an emphasis on how to establish the need for change; how to handle reactions to change; how to talk appropriately about change; and how institutionalise change throughout the organisation.

21864

Global Strategic Thinking

8cp

Postgraduate

Executive MBA (B078) students only

This subject is designed for serious academic study by business executives, senior managers, and practitioners who wish to apply high level conceptual and critical thinking skills to global strategy and the process of achieving competitive superiority by transforming strategic vision into reality. The key issues covered are how to plan and execute the steps required to initiate new international business ventures, and how to meet the business challenges arising from international forces and technical innovation.

21865

Human Capital

6cp

Postgraduate

Enhances awareness and understanding of the ways in which the rapid development of the knowledge economy is transforming the nature of production, jobs, companies, markets and all aspects of economic activity. As the importance of knowledge to competitive advantage increases and the value of intangibles begins to far outweigh the economic significance of physical assets, the development of human capital becomes central to business success. New models for future strategies to develop personal, corporate and national knowledge economies are explored.

21907**Research Methods in Management (Honours)**

6cp
Undergraduate

Provides some of the analytical and practical research skills required for successful completion of the major research component of the Honours program, 21911 Thesis in Management. Topics include: surveys; experiments and quasi-experiments; content analysis; and qualitative techniques such as case studies, interviewing and action research.

21908**Advanced Research Methods in Management (Honours)**

6cp
Undergraduate

Provides research students with the knowledge and skills to make critical methods and design choices in business research. Reviews the common problems in making choices and reviews the costs and benefits of various options available to business researchers.

21909**Theorising Organisations and Management**

6cp
Undergraduate

Provides the critical skills, methodological judgment, and theoretical sophistication to be able to design a competent research project. Provides a forum each semester for students to present an update on the research efforts and review the work of others.

21910**Researching Organisations and Management**

6cp; prerequisite(s): 21909 Theorising Organisations and Management; 21908 Advanced Research Methods in Management (Honours)
Undergraduate

Provides the critical skills, methodological judgment, and theoretical sophistication to be able to design a competent research project.

21911**Thesis in Management**

24cp; prerequisite(s): admission to the Honours program
Undergraduate

Requires the student to produce a 20,000-word (maximum) thesis based on an original problem of a theoretical or applied nature. The

thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

Note: Part-time students enrol in this subject in their second semester.

22107**Accounting for Business**

6cp
Undergraduate

In most economies business success is measured in financial terms. It is the accountants who undertake this measurement. Many decisions in business are made based on accounting information, both historical (based on past events) and projected (based on estimates of the future). Understanding accounting as a systematic way of measuring and communicating financial information on the financial status of various business entities is the foundation for any successful career in both the private and public business sectors.

22157**Australian Corporate Environment**

6cp
Undergraduate
For Bachelor of Accounting students only

Introduces students to the Australian corporate environment as part of their first Industrial Experience Semester. Students undertake a variety of work-based assignments involving research into the structure of the sponsoring organisation they are training with, readings of current business journals, interviews with managers, and regular readings and homework from the set text.

22207**Accounting Transactions and Business Decisions**

6cp; prerequisite(s): 22107 Accounting for Business
Undergraduate

Continues the study of accounting as an information system and equips students with the appropriate accounting skills necessary to participate in a managerial capacity in the analysis of accounting information as it is used to facilitate and enhance decision-making, accountability and control. Ethical implications of decisions will be considered throughout the subject. Covers areas in both financial and management accounting, including the preparation and examination of accounting reports for partnerships and companies; the development of relevant cost

concepts used in cost systems and the use of this information in performance evaluation. A computer software package is used in the review and presentation of accounting information.

22240

International Accounting

6cp; prerequisite(s): 22107 Accounting for Business Undergraduate

In a rapidly changing world environment, the significance of international accounting has grown substantially, along with the expansion of international business activity. This subject enables students to explore the complexity and diversity of the international dimensions of accounting. Introduces a range of issues with special reference to the comparative development of national accounting systems, international accounting standards and transnational reporting issues. Covers a number of important areas and will not only inform students about the major issues, ideas and developments, but will also stimulate further inquiry and debate.

22309

Accounting for Overseas Transactions

6cp; prerequisite(s): 22107 Accounting for Business Undergraduate

Introduces students to the basic concepts underlying the variety of accounting issues involved in the recording and reporting of overseas transactions. Covers relevant aspects of documentation, foreign exchange gains and losses, foreign exchange hedging, forward exchange contracts, effects of overseas inflation, financing overseas transactions and facilitation through government and non-government agencies. Provides skills and information needed to advise clients on overseas transactions. Concentration is placed on the operational and accounting treatment of foreign operations as distinct from a marketing or economic approach to the subject area.

22319

Financial Statement Analysis

6cp; prerequisite(s): 22420 Accounting Standards and Regulations; 25300 Fundamentals of Business Finance Undergraduate

This subject introduces the student to the role of accounting numbers in understanding the valuation of businesses, in addition to specific applications such as security analysis, credit

analysis, financial policy analysis, the evaluation of takeovers and initial public offerings and other context-specific settings in which accounting data plays a central role. Four key generic skills are highlighted as a precursor to undertaking context-specific financial analysis and valuation: business analysis; accounting analysis; financial analysis; and prospective analysis. Hence students first learn the importance of each of these steps, and then how to apply them in context-specific settings. The subject also highlights the use of accounting numbers via the residual income approach to valuation. This is closely aligned with systems such as Economic Value Added or Economic Profits, as promulgated in early accounting literatures and currently by major consulting firms.

22320

Accounting for Business Combinations

6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; recommended: to be taken at the same time as 22420 Accounting Standards and Regulations Undergraduate

Together with 22420 Accounting Standards and Regulations, this subject deals with the application and analysis of prescribed accounting treatments. Surveys the institutional and legal framework of modern Australian accounting. Refers to international accounting standards and local and overseas standards and exposure drafts. Emphasises reporting – main topics include accounting for companies including debt and equity and its restructuring, accounting for acquisition of assets including business enterprises, valuation and goodwill, consolidated accounts of complex economic entities, accounting for associate companies and joint ventures, corporate restructuring and liquidation. Deals with preparation of accounts to meet corporate law and professional disclosure requirements. Looks at emerging issues and exposure drafts. Makes extensive use of spreadsheet programs. Students will be expected to produce business-quality reports using word-processing programs.

22321

Cost Management Systems

6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions Undergraduate

Introduces students to the basic concepts underlying management accounting with a particular emphasis on current developments.

Introduces appropriate cost management concepts, techniques and skills such as cost planning, cost behaviour, cost estimation, and cost accumulation and allocation systems (job, process and activity-based costing). Emphasises using accounting information to understand and make decisions about the management of the cost structure of an organisation.

22420

Accounting Standards and Regulations

6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; recommended: to be taken at the same time as 22320 Accounting for Business Combinations
Undergraduate

Provides students with the ability to understand, critically evaluate and apply accounting standards and interpret financial reports. Considers the financial reporting environment and factors influencing the form of financial reporting, and addresses a range of accounting issues from within a contracting cost framework.

22421

Management Decisions and Control

6cp; prerequisite(s): 22321 Cost Management Systems
Undergraduate

Introduces students to the use of management accounting information to support managerial decisions and control various aspects of an organisation. Emphasises decision and control issues in a contemporary environment. Introduces appropriate decision and control concepts, techniques and skills such as short- and long-term operational decisions, target costing and life-cycle costing, inventory management and just-in-time, responsibility accounting systems, transfer pricing, performance evaluation systems, and the behavioural impacts of management control systems. Emphasises the ways in which accounting information can be used to understand and make decisions about the operational and strategic management of an organisation, and to control the implementation and ongoing management of such decisions.

22515

Computer-based Accounting

6cp; prerequisite(s): 22107 Accounting for Business Application may be made to the Subject Coordinator to accept another introductory Accounting subject as satisfying the prerequisite condition.
Undergraduate

Introduces students to the concepts of computerised accounting and the general operation of several microcomputer accounting packages; provides opportunities for students to gain experience in the installation and operation of accounting packages for the small business; enables students to evaluate and advise on the suitability of accounting packages for small and medium enterprises.

Topics covered include the development of an accounting framework for small and medium enterprises; the selection of computer hardware and microcomputer accounting packages; and general ledger, accounts receivable, accounts payable, stock and cash book. Comparison and critical evaluation of various accounting packages.

22517

Advanced Assurance Services and Audit

6cp; prerequisite(s): 22522 Assurance Services and Audit
Undergraduate

Teaches skills and knowledge required to perform an audit in a computerised accounting environment; teaches the concepts and principles of computer controls and security, and auditing methodology for reviewing and testing the adequacy, effectiveness and reliability of computer systems and internal controls; and develops knowledge of the application of cryptography in the design and implementation of communication network and electronic funds transfer systems. Covers topics which are examinable in Accounting 2 and Advanced Auditing modules for the professional examination of The Institute of Chartered Accountants in Australia. These include the use of communication networks, cryptographic security and risk analysis, to evaluate threats and risks posed by computer crime and other fraudulent activities.

22520**Corporate Reporting: Professional and Conceptual Issues**

6cp; prerequisite(s): 22320 Accounting for Business Combinations; 22420 Accounting Standards and Regulations
Undergraduate

This is a capstone subject involving the conceptual framework for the accounting theory underlying the information content and disclosure requirements of contemporary corporate reporting. Topics covered include the evolution of accounting thought and language; the development of accounting principles and structure; the nature and role of theory; theory construction and verification in accounting; positive accounting theory and methodology; accounting information and securities markets; information asymmetry – creative accounting practices and insider trading information; accounting earnings and security prices; accounting disclosure regulation rationales; contracting process and agency relationships; the role of accounting numbers in management compensation plans and corporate debt contracts; accounting and the political process; and accounting ethics and behavioural research in accounting.

22522**Assurance Services and Audit**

6cp; prerequisite(s): 22420 Accounting Standards and Regulations or 22320 Accounting for Business Combinations
Undergraduate

Addresses the provision of assurance services. Focuses mainly on the attest services offered by auditors to provide credibility of information in company and other organisation financial statements. Also considers the expansion of assurance services beyond the traditional financial statement audit into such areas as risk assessment, information system reliability, asset protection, detection and prevention of fraud and electronic commerce. Deals with the methodology necessary to complete a financial statement audit or to provide other assurance services, and the criteria and professional standards used to measure information quality and integrity. Studies the audit process of understanding client's operations and risk, analytical review and the pivotal importance of evaluation of the quality of client internal control. Evaluates internal control in a COSO framework. While internal control systems are evaluated assuming a business environment where infor-

mation systems are an integral part of control systems and client operations, a variety of information technology environments (including the use of enterprise resource planning (ERP) systems such as SAP e-commerce applications) are introduced. Provides an understanding of professional, ethical and legal requirements and responsibilities in completing and reporting on assurance tasks. Accredited by the accounting professional bodies.

22523**Assurance for Electronic Business**

6cp; prerequisite(s): 22107 Accounting for Business
Undergraduate

Addresses the accounting and assurance implications of doing business electronically including accounting's role in attesting to the credibility of information. Considers consumer to business and business to business e-commerce transactions in traditional and ERP (such as SAP) environments. Examines services such as WebTrust for attesting reliability and integrity of web sites, and researches and develops methodologies to attest that credibility of information. Students will gain substantial first-hand experience in undertaking assurance and auditing services for e-commerce, and will develop skills to understand, provide and communicate assurance services for e-commerce.

22532**Auditing Project**

6cp; prerequisite(s): 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations; corequisite(s): 22320 Accounting for Business Combinations or 22420 Accounting Standards and Regulations
Undergraduate
For Bachelor of Accounting students only

Provides students with an understanding of the role of auditors and auditing in providing assurances to diverse parties interested in the entity under audit that the information presented about the entity is properly drawn up in accordance with prescribed criteria; and of the economic, social and ethical context in which auditors and auditing operate.

Students use the conceptual issues of risk analysis and systems-based auditing in both EDP and manual environments and analyse internal control systems, identifying both internal control strengths and weaknesses within an organisation, and suggest improvements in the system. Students complete an

audit simulation in which they design and partially complete an audit of a system within the organisation in which they are working.

22566

Accounting for Small Business 1

6cp
Undergraduate

Develops the knowledge and skills required by accountants in dealing with the problems which are unique to their professional work in the small business sector. Highlights and emphasises the practical matters associated with the initiation and growth of a small business.

Topics covered include an overview; the requirements of establishing a business – the steps and structures; economic business cycles' growth and future; acquiring and/or financing the business; accounting – records, control, costing and pricing; financial analysis and management; appraisals and acquisitions; the growing trend towards franchising as a form of small business; taxation and tax planning; insurance and risk; business disaster planning and recovery; and business and financial planning and budgeting.

22567

Accounting for Small Business 2

6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions
Undergraduate

Provides students with the skills and knowledge of the techniques used to analyse financial data for small and medium enterprises; how to apply these techniques with the aid of microcomputers and appropriate software; and how to develop integrated business plans to assist in the decision-making process in those enterprises.

Topics covered include an outline and a revision of basic spreadsheet terminology and function; data collection and analysis; cost–volume–profit relationships; budgeting and other planning models; cash-flow analysis and capital expenditure budgets; business valuation; and performance evaluation.

22605

Accounting Information Systems

6cp
Undergraduate
For Bachelor of Accounting students only

Introduces the role of information systems in supplying both qualitative and quantitative financial information to management within

large organisations. Sponsoring organisations will assist by allowing students to investigate 'real life' information systems in practice. Extensive practical experience on PCs allows students to be fully productive in their subsequent first Industrial Experience semester.

22610

Accounting for Insolvency

6cp
Undergraduate

Provides students with the accounting knowledge needed for businesses which are being liquidated; studies the characteristics and financial management mistakes leading to the failure of such businesses; and introduces the accounting requirements of deceased estates. Topics covered include executorship; bankruptcy; the practice of termination accounting; and case studies, including financial management aspects of failed businesses.

22677

Capstone Project: Financial Strategy and Leadership

6cp; prerequisite(s): 22321 Cost Management Systems; 22421 Management Decisions and Control
Undergraduate
For Bachelor of Accounting students only

Integrates previous studies in accounting, finance and management in the context of the role of the financial control system in a large organisation. Emphasises the development and application of analytical skills in identifying and solving organisational problems. Develops the leadership and teamwork skills required from a person in an executive role within a large organisation.

22705

Management Planning and Control

6cp
Postgraduate

Examines the role of management accounting in organisations and society. The 'conventional wisdom' in management views accounting as an information system which assists managers in organisational planning and control, when, in fact, its role is to increase the effectiveness and efficiency of organisations. Functionalist theory of accounting such as activity-based costing, agency theory and contracting cost theory will be considered. In recent years, there has been increasing criticism of mainstream functionalist accounting research because of its inability to provide an adequate

understanding of the actual functioning of accounting in organisations. The subjects also looks at recent accounting studies which have attempted to redress this deficiency by locating accounting in its organisational, societal and historical contexts.

22708

Accounting Information Systems

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions
Postgraduate

Provides students with a broad knowledge of the fundamentals of accounting data management, accounting for e-business, IT project management, AIS-assurance, information integration, and modelling of business processes. Introduces examples of standard and modified-canned accounting information systems for SMEs and large enterprises (ERP-software). Models and software tools are used in order to plan and simulate the process of the transformation of real-world complexity into accounting figures and in order to highlight the interdependencies between different business functions.

22730

Assurance for Business Systems and Information

6cp
Postgraduate

Addresses the provision of assurance and auditing services for internal and external auditing. Sets out the professional and legal expectations and responsibilities of assurance services and financial statement audits. Deals with the control framework in accounting information systems for the ensuring of security of information and other assets and the integrity of these systems. These controls are evaluated from the perspective that they permeate the entire organisation and are pervasive and inherent in the management of a business. Issues considered include, COSO and COBIT, the nature and purpose of control, its design and operation and management. Application control framework, safeguarding assets and data integrity, cryptography and encryption, electronic business environment (EDI systems), and business continuity planning and disaster recovery plans. Provides students with competencies in audit methodology of risk and control evaluation, evidence collection and evaluation in various accounting information systems environments including enterprise resource programming (ERP) systems such as SAP. Develops

and expands these competencies into providing assurance services on information other than financial information. Accredited by the accounting professional bodies.

22743

Business Valuation and Financial Analysis

6cp; prerequisite(s): 25742 Financial Management or 25765 Corporate Finance
Students undertaking this subject should not enrol in the equivalent subject 25743 Corporate Financial Analysis.
Postgraduate

Introduces students to the latest techniques of financial statement analysis, and develops an appreciation for alternative financial modelling techniques in students. Topics include credit rating systems; prediction of corporate failure; takeovers and financial statements; risk assessment and financial ratios; and corporate planning models and financial statements.

22744

Strategic Resource Management

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions or 22746 Managerial Accounting
Postgraduate

Develops knowledge and skills in the design of cost systems of firms to improve the effectiveness of pricing, product and customer mix decisions, and product and process design. Incorporates the latest developments in the field of cost management accounting, such as value chain analysis, activity-based costing, new technology such as FMS and its impact on the design of cost management systems, and the design of non-financial performance measures used in benchmarking quality.

22746

Managerial Accounting

6cp
Postgraduate

Management accounting information systems are one of the main decision-support systems in organisations. This subject equips students with the skills and knowledge to design and use effective management accounting information for planning and controlling organisational activities. Topics include absorption costing, cost behaviour and cost-volume-profit analysis, budgetary planning and control, differential costs, activity-based costing, and standard costing and variance analysis.

22747**Accounting for Managerial Decisions**

6cp

Postgraduate

Introduces students to the basics of financial and management accounting. Topics include the nature and purpose of accounting, accounting reports (balance sheets, profit and loss statements, cash flow statements) and analysing accounting; accounting reports and financial reports; the nature of management accounting and cost concepts; strategic planning and budgeting; cost accumulation systems (traditional costing systems and activity-based costing systems); and responsibility accounting (the management control structure, and analysing and reporting on performance).

22748**Financial Reporting and Analysis**

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions

Postgraduate

Provides students with the skills and competencies to undertake accounting analysis. Accounting analysis is a tool in performing business analysis using financial statements. In making accounting analyses, students will distinguish between the information revealed by management on the firm's underlying business activities, the sources and effects of distortions of this information that can be induced into the accounting numbers and the errors that can arise in accounting estimates used in the accounting numbers. This is an intermediate level financial accounting subject.

22751**Current Issues in Financial Accounting**

6cp

Postgraduate

Examines the issues surrounding the provision of corporate reports to external users. Topics considered include the role of a conceptual framework of financial reporting, the role of financial reporting in promoting the efficient allocation of scarce resources, corporate social responsibility in accounting, and the 'public interest' role of accountants.

22753**Business Analysis**

6cp

Postgraduate

Introduces students to quantitative techniques for data analysis using functional processes in the areas of accounting, finance and operations research to generate information products to support management decision making. Data analysis and conversion to information products utilising information technology productivity tools will be applied to practical business decision situations confronting managers. Employs computer based analytical tools to analyse historical business operations and to develop models of operations to facilitate the forecasting of future operations. Topics include: quantitative forecasting techniques; cost and profit planning; business valuations; financial analysis; business valuations; project management using CPM and PERT; and capital project evaluations.

22754**Corporate Accounting**

6cp

Postgraduate

Examines the institutional and legal framework of modern Australian accounting including reference to international accounting standards and local and overseas standards and exposure drafts. The main topics include: accounting for acquisition of assets including business enterprises; valuation and goodwill; consolidated accounts of complex economic entities; accounting for associate companies and joint ventures; accounting for financial instruments; corporate restructuring and liquidation.

22759**Accounting and ERP**

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions

Postgraduate

Introduces students to the 'world of integrated enterprise-wide systems' and provides an integrated view on accounting, information management, and both intra- and inter-company business processes. The major issues in accounting data management, enterprise resource planning (ERP), and modelling of integrated business processes are presented. SAP R/3 is introduced and applied as an example of a comprehensive, sophisticated ERP system supporting intra- and

inter-company (E-Business) processes. Two dimensions of integrated standard software are analyzed: ERP systems serving as: integrated accounting information and control systems; and business (re-)engineering tools.

22760

Introduction to Research and Consulting

Skills

6cp; prerequisite(s): Semesters 1 to 3 of the Master of Business
Postgraduate

Provides students with the necessary skills to understand business consulting assignments or academic research projects. Covers information on sources of computer databases and the necessary basic statistical skills to undertake consulting projects. Works through the different stages of a consulting project including identification and definition of the problems, the development of conceptual framework, alternative methods of providing evidence and statistics on the problems identified, and how to structure a consultation report.

22766

Assurance for Business Information Systems

6cp; prerequisite(s): 22708 Accounting Information Systems or 22759 Accounting and ERP
Postgraduate

An advanced subject dealing with providing assurance services for business systems and information. Examines in detail the impact of computer information systems on controls and auditing. The focus in providing business system and information assurance is the audit of ERP systems, in particular the SAP R/3 system. The control frameworks evaluated include both management or general controls and application controls. CAATs examined include generalised and specialised audit software, static and concurrent audit techniques.

22767

Financial Analysis Using Financial Statements

8cp
Postgraduate
Executive MBA (B078) students only

Financial information is the key to the performance evaluation of the business entity. This information is used by executives to make different corporation decisions such as corporate restructuring, company valuations, acquisitions and mergers, developing the

'right' board composition and public offerings of companies.

22768

Decision Support in Contemporary Organisations

8cp; prerequisite(s): 22767 Financial Analysis Using Financial Statements
Postgraduate
Executive MBA (B078) students only

Internal management information systems are the lifeblood of executive decisions. Integrated business solutions help managers to control and make value-adding decisions about products, customers, and business units; develop successful revenue strategies; monitor projects, joint ventures and strategic alliances; and develop the right e-business plans and strategies.

22771

Accounting for Public, Leisure and Community Organisations

6cp
Postgraduate

Concerned with accounting from a 'user' rather than from a 'practitioner' perspective. Focuses on effective management and decision making through the development and application of analytical skills from accounting and finance. Equips graduates with appropriate skills in accounting, finance and management. Topics include the nature and purpose of accounting; basic accounting concepts and key financial statements; analysis and interpretation of financial statements; finance, financing and financial vulnerability; audit and external review; costing products and services; internal control and internal control systems; and strategic and business planning.

22777

International Accounting

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions
Postgraduate

In the context of many corporations experiencing a strongly developing global business environment, this subject explores the causes and effects of diversity in corporate financial accounting and evaluates the efforts undertaken to harmonise accounting standards and practice internationally. Considers the identities and interests of stakeholders in this process. Equips students with the knowledge and skills to appreciate the characteristics and limitations in the interpretation of accounting

reports originating from various countries and that arise from cultural and other factors impacting on each country's national accounting profession.

22778

Advanced E-Business Assurance

6cp

Postgraduate

Provides students with the competencies to understand, provide and communicate assurance services for e-commerce. Addresses the accounting and assurance implications of doing business electronically by examining the role of accounting in attesting to the credibility of information. Students gain substantial first-hand experience in undertaking assurance and auditing services for e-commerce. Considers consumer to business and business to business e-commerce transactions in traditional ERP (such as SAP) environments. Examines services for attesting reliability and integrity of websites such as WebTrust.

22779

Financial Aspects of Corporate Governance

6cp

Postgraduate

Provides a conceptual framework for addressing the critical issue of corporate governance in the modern firm. Considers both the practice and research relating to a range of strategies through which control of the firm can be achieved, including financial reporting, directors, auditing and financial contracting.

22782

Business Process Integration with ERP

6cp; prerequisite(s): 22708 Accounting Information Systems or 22759 Accounting and ERP

Postgraduate

Focuses on the process-oriented implementation of ERP software (SAP R/3) in the areas of accounting, production, and procurement/sales logistics in an enterprise. Students implement SAP R/3 in their own virtual factory. An extensive case study allows students to apply the skills acquired in the lecture. Theoretical concepts in data and process modelling for planning ERP implementations are used, but the main part of the course will be practical hands-on working with the system. Teaches generally applicable ERP-knowledge. SAP R/3 is used as a tool for learning about real-world business processes and acquiring skills in the use of ERP software in general and R/3 in particular.

22783

Business Intelligence 2: Advanced Planning

6cp; prerequisite(s): 22708 Accounting Information Systems or 22759 Accounting and ERP

Postgraduate

Understanding and applying advanced planning and optimisation methods for supply chain management are essential skills of management accountants in today's business. This subject deals with techniques that generate optimised executable plans in response to rapid changes in supply or demand (demand planning, profit maximisation through demand and supply optimisation, integrated, value-based supply-chain-management). Interactive, problem-based lectures and seminars demonstrate these management accounting concepts and allow students to practise in real-time, how these techniques can be applied using the SAP products APO and R/3.

22795

Strategic Management Reporting

6cp

Postgraduate

Investigates how current corporate performance reporting is and has become more strategic, changing the role of budgeting and month end management reporting. Discusses the impact on the role of the respective functional groups in performance reporting – the accountants, IT specialists, and human resources personnel. Utilises case studies, worked examples, and actual presentations and reports to illustrate the relevance and importance of the management reporting function and the reliance on these reports by the different levels of management in the organisation.

22797

Business Intelligence 1: Advanced Analysis

6cp; prerequisite(s): 22708 Accounting Information Systems, or 22759 Accounting and ERP

Postgraduate

Introduces students to data warehousing and data mining, key issues in future information management in an environment in which the filtering and aggregation of external (e.g. WWW) and internal information becomes the critical success factor. The SAP 'New Dimension Product', *Business Warehouse*, is used in order to practise the procedures in data warehouse design and in order to demonstrate the integration of data warehouses with

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other business information systems, above all the application of information generated in data warehouses for management accounting and decision making.

22901

Accounting Research and Consulting Skills

6cp

Undergraduate

Introduces the notion of scientific and applied research. Develops ability to identify research questions, develop theoretical frameworks and empirically test theories. Provides insight into structuring of research reports.

22902

Financial Reporting, Capital Markets and Disclosure

6cp

Undergraduate

Introduces current developments in financial accounting research. Examines, in-depth, key areas of economics-based research in financial accounting. Provides the knowledge base essential for undertaking independent financial accounting research.

22903

Contemporary Issues in Management Accounting Research

6cp

Undergraduate

Introduces students to the current developments in management accounting research. Various roles of management accounting in organisations and society are considered. Students who have taken this subject will acquire the knowledge base essential for conducting independent management accounting research.

22906

Thesis in Accounting

24cp; prerequisite(s): admission to the Honours program

Undergraduate

Requires the student to produce a 20,000 word (maximum) thesis based on an original problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

22908

Economics of Auditing and Assurance Services

6cp

Undergraduate

Introduces students to the current developments in auditing and assurance research. The research embraces economics-based and judgment-based research in these areas. Students completing this subject will acquire the knowledge base essential for conducting audit and assurance research.

24108

Marketing Foundations

6cp

Undergraduate

Covers the basic principles of marketing. Develops an understanding of the overall process of marketing planning, implementation and control in the contemporary business environment. Also develops a basic understanding of marketing information systems; market research and marketing ethics; market segmentation; buyer behaviour; product development; and the development of product, distribution, promotion and pricing strategies for both goods and services domestically and internationally.

24202

Consumer Behaviour

6cp; prerequisite(s): 24108 Marketing Foundations

Undergraduate

Provides a basic theoretical grounding in the field of consumer behaviour, by drawing upon the contributing disciplines of psychology, social psychology, sociology, anthropology, communication and economics. Develops a better understanding and awareness of consumers as the central focus of marketing action and encourages students to appreciate the value of models as tools of conceptual analysis. Marketing strategy is considered within a broader social framework involving public policy formulation and embracing such issues as ethics, regulations and consumerism as necessary considerations in an increasingly competitive and constrained social, political and economic environment.

24203**Quantitative Marketing Analysis**

6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis Undergraduate

Introduces students to quantitative methods used in marketing, concentrating on the analysis of survey data and use of multivariate statistical techniques. Combines a theoretical but non-mathematical understanding of the statistical techniques with their practical application in a marketing context. A computer statistical package, SPSS, is used to illustrate the lectures and allow students to develop practical data-analysis skills. Emphasises the 'when' and 'how' of multivariate analysis and the interpretation and implications of results.

24205**Business Marketing**

6cp; prerequisite(s): 24108 Marketing Foundations Undergraduate

Focuses on the buying and selling of goods and services between firms, which constitutes 60–80 per cent of all marketing activity. Develops the special skills and concepts needed to function effectively in this setting, including personal selling, negotiation, preparation of bids, the sales–purchasing interface, relationship marketing and relationship management. Introduces the wider context in which business marketing sits – the distribution channel and network of connected firms in the wider domestic and international markets.

24210**Advertising and Promotions Management**

6cp; prerequisite(s): 24108 Marketing Foundations; 24202 Consumer Behaviour Undergraduate

Examines advertising, promotion and other marketing mix communications decisions from an applied viewpoint based on theory and current practice.

Provides students who might be potential brand managers, advertising managers or executives with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying relevant target audiences, formulating and testing strategies, and evaluating campaign results. Considers contemporary issues in advertising, together with reference to complementary aspects such as publicity, sponsorship and direct marketing.

24220**International Marketing**

6cp; prerequisite(s): 24108 Marketing Foundations Undergraduate

Introduces international marketing using the marketing concept, and considers how international marketing strategies are affected by environmental factors. Students are expected to develop international marketing strategies for Australian firms which reflect the way marketing concepts and marketing mix elements need to be modified when applied to overseas markets because of differences in the political, economic, legal and cultural environments.

24306**Marketing of Services**

6cp; prerequisite(s): 24108 Marketing Foundations Undergraduate

Builds upon existing marketing knowledge by increasing students' understanding and awareness of issues that are distinct to services. Examines marketing objectives and tasks for services and/or service divisions within companies. Critically assesses current marketing approaches by service sector operators.

Topics covered include services marketing as a field of study; developing frameworks for services marketing; customer focus; the nature of service quality; creating and delivering new services; measurement of customer perceived quality; marketing to existing customers; marketing to your internal customer; managing the evidence; marketing communication and promotion of services; implementing a service marketing culture; and services marketing strategy.

24307**Electronic Business**

6cp; prerequisite(s): 24108 Marketing Foundations Undergraduate

Introduces students to emerging electronic business environments. Presents an overview of the technological elements of electronic environments using the Internet as an exemplar for emerging electronic business initiatives within the World Wide Web. Emphasises the ways in which organisations are rethinking their building of customer relationships. Explores, at an introductory level, the legal, social and organisational issues related to the development of virtual communities and corporations within emerging electronic environments.

24309

Introductory Marketing Research

6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis
Undergraduate

Introduces students to the concepts and practices of marketing research. Topics covered range from research problem definition to research design, implementation and finally interpretation of research results. Specifically focuses on Australian practices, procedures and ethics. Considerable focus is placed upon the microcomputer and its role in modern research. Skill development in both spreadsheet and statistical applications software is a key aim.

24331

Decision Models in Marketing

6cp; prerequisite(s): 24108 Marketing Foundations; 26133 Business Information Analysis
Undergraduate

Introduces students to the conceptual and practical issues in developing models to aid in decision making in marketing. Considers a wide range of problems, with students developing practical skills in model building in applied computer sessions.

24333

Channels of Distribution

6cp; prerequisite(s): 24108 Marketing Foundations; 24205 Business Marketing
Undergraduate

Distribution problems are a leading cause of product/market failure and distribution practices are among the main determinants of firms' short- and long-term financial performance. Focuses on the partnering necessary to achieve effective distribution as well as on the design, management and evolution of different distribution configurations. Studies contemporary wholesaling and retailing trends and their impact upon Australian distribution – both domestic and international.

24408

Marketing Strategy for Electronic Business

6cp; prerequisite(s): 24307 Electronic Business
Undergraduate

Further develops electronic business and marketing strategy models and frameworks. Students will critically analyse current electronic and marketing strategy models and

frameworks in different competitive environments, using case studies. As electronic business and marketing strategy concepts are still in the emerging and formative stages, students will be rigorously challenged to rethink and redefine concepts of strategy for electronic business environments. Students will be introduced to new strategic thinking concepts, tools and processes applicable to highly uncertain and rapidly changing high-technology industries and environments. Students will apply their perspectives to electronic business and marketing strategy through an academic paper and a group case study project.

24412

Electronic Business Project

6cp; prerequisite(s): 24408 Marketing Strategy for Electronic Business
Undergraduate

Involves applying knowledge gained to an electronic business problem faced by a firm. Students will develop a project proposal defining the problem, and outlining the methodology for the investigation of the problem; prepare a critical literature review from secondary data sources; conduct a primary research project working with the client firm; produce a written report on the project; and conduct a seminar to present the key findings, conclusions and recommendations from the project. Students will be expected to conclude the project with an executive briefing on the project to their client firms.

24415

Marketing Planning and Strategy

6cp; prerequisite(s): 24202 Consumer Behaviour; 24309 Introductory Marketing Research; 24205 Business Marketing
Undergraduate

Integrates marketing knowledge gained in previous marketing coursework within a strategic marketing framework. Contemporary marketing management decision-making techniques and models are applied through case studies and the development of a comprehensive marketing plan.

Develops the ability to identify, evaluate, recommend, communicate and defend long term strategies. Presents, analyses and develops marketing strategies that will positively and ethically progress the firm's objectives.

24430**Applications of Marketing Research**

6cp; prerequisite(s): 24108 Marketing Foundations; 24309 Introductory Marketing Research
Undergraduate

Provides a capstone experience in marketing research, drawing on the skills students have developed in 24309 Introductory Marketing Research. Students will work together in teams to undertake an investigation of a marketing management problem. Each team will be responsible for the identification of the research problem, designing and implementing a suitable research process and interpreting data and making recommendations to resolve the research problem.

This subject features a small number of compulsory lectures. Focus is instead on team meetings geared to the specific problems of the research being undertaken.

24440**International Promotion and Advertising**

6cp; prerequisite(s): 24220 International Marketing
Undergraduate

Helps students acquire an understanding of the complexities which surround the successful undertaking of promotional and advertising campaigns overseas, with particular reference to the roles of promotion intermediaries, promotion infrastructure, legal impediments and government involvement. In-depth study will be undertaken of the appropriateness of different forms of promotion according to the market, the product/service offered and the situation of the supplier.

Enables students to acquire an understanding of the way in which advertising campaigns need to be modified to suit overseas markets; and develops an appreciation of the various forms of promotion which are appropriate to developing international business.

24510**Research Methods in Advertising**

6cp; prerequisite(s): 24210 Advertising and Promotions Management
Undergraduate

Exposes students to research methods and techniques used to develop, test and evaluate advertising campaigns. Focuses more on message and market research rather than media and money research. Students form syndicates to conduct secondary research on an advertising topic or issue that has been studied using an experimental design, and

will use the Internet as one research tool to investigate an Internet-related advertising issue. Students must attend the first class in order to qualify for a place in a research syndicate.

24517**Contemporary International Marketing Issues**

6cp; prerequisite(s): 24220 International Marketing
Undergraduate

Builds upon and applies knowledge gained in 24220 International Marketing to specific conceptual and empirical issues in international marketing. Increases awareness and understanding of issues beyond the scope of topics covered in traditional international marketing subjects.

Topics covered include overseas market selection; internationalisation; globalisation; networks and international marketing; international strategic alliances; international competition theory; setting international prices; and international negotiation from a cultural perspective.

24518**International Marketing Country Study**

12cp; prerequisite(s): 24220 International Marketing; corequisite(s): 24517 Contemporary International Marketing Issues
Undergraduate

Broadens and develops students' awareness and appreciation of international marketing, and develops practical skills in various international research activities.

In undertaking international marketing research projects, students engage in secondary research in Australia, undertake primary research while visiting target overseas markets, and analyse data and report to project sponsors in business in Australia.

24546**Marketing Research Project**

6cp; prerequisite(s): 24108 Marketing Foundations; 24309 Introductory Marketing Research; corequisite(s): 24430 Applications of Marketing Research [unless previously completed]
Undergraduate

Provides a closure experience to students who have previously completed or who are currently completing 24430 Applications of Marketing Research. Students undertake a marketing research project which augments the research skills developed in Applications

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of Marketing Research. Students work alone or in small groups to undertake an investigation of a marketing management problem. Each group is responsible for the identification of the research problem, designing and implementing a suitable research process, and interpreting data and making recommendations to resolve the research problem.

24555

Business Marketing Project

6cp; prerequisite(s): completion of at least two subjects in the Business to Business Marketing sub-major
Undergraduate

Integrates the material presented in the preceding sub-major subjects. Students will develop a project topic that allows both amalgamation of this material and specialisation in a subject area of interest. The emphasis is on individual learning through the amalgamation of writing in the project area and liaison with relevant industry representatives.

24604

Project in Advertising

6cp; prerequisite(s): 24510 Research Methods in Advertising
Undergraduate

Provides a hands-on opportunity to apply all of the key advertising management and related research concepts studied in earlier subjects. Operating as 'advertising agency' teams, students undertake a multi-stage group project involving the initial client communications brief, target-market research, creative strategy, executional development and testing, and media planning stage; and conclude with a presentation of the validated campaign recommendations.

24607

International Marketing Management Project

6cp; prerequisite(s): 24220 International Marketing; 24517 Contemporary International Marketing Issues
Undergraduate

Involves applying knowledge gained in other international marketing subjects to an international marketing problem faced by a firm. Students develop a project proposal outlining the theoretical basis and methodology for in-depth investigation of a particular international marketing problem; students then analyse primary and secondary data gathered

from the client organisation and outside sources; prepare oral and written reports of findings in areas such as entry strategies, international product, pricing, promotion and distribution strategies and control of overall international marketing programs. Students will be required to isolate one critical international marketing problem faced by the firm and prepare a case study on that issue.

24666

Research Methods in Marketing

6cp; prerequisite(s): 24203 Quantitative Marketing Analysis
Undergraduate

This subject represents an advanced course in research design and multivariate statistical analysis of survey data. It extends and develops a broad understanding of the theoretical basis and practical implementation of multivariate analysis.

24700

Promotion and Advertising Overseas

6cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management (desirable)
Postgraduate

Develops an understanding of the complexities surrounding the successful undertaking of promotional and advertising campaigns overseas, with particular reference to the roles of promotion intermediaries, promotion infrastructure, legal impediments and government involvement. In-depth study will be undertaken of the appropriateness of different forms of promotion according to the market, the product/service offered and the situation of the supplier. Also develops an understanding of the way in which advertising campaigns need to be modified to suit overseas markets; and builds on appreciation of the various forms of promotion which are appropriate to developing international business.

24703

Marketing and International Trade Relations

6cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management (desirable)
Postgraduate

Assists students in acquiring an understanding of the influence governments can have on doing business overseas; develops an ability to evaluate the opportunities and constraints

on marketing overseas that arise from international trade relations activities; and creates an awareness of the procedures involved when business persons seek to secure the support of governments to improve access and overcome barriers to the entry of their products and services overseas.

24705

Marketing Projects and Services Overseas

6cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management (desirable)
Postgraduate

Enables students to acquire an understanding of the complexities that surround the successful negotiation of project work overseas from a marketing perspective, with particular reference to the roles of governments, aid agencies, financial institutions and multi-lateral bodies. Covers the 'packaging' of the project proposal, strategic alliance possibilities and the marketing of the proposal to those influencing the award of the project.

Develops an understanding of the differences between marketing services in Australia and marketing services overseas. Develops the ability to evaluate the opportunities and constraints facing Australian firms endeavouring to market services overseas, both in general and with specific reference to education, health, legal services, accounting services, insurance, tourism and intellectual property.

24706

Services Marketing

6cp; prerequisite(s): 24734 Marketing Management
Postgraduate

Enables students to broaden their understanding of marketing by focusing on the marketing of services. Major areas of economic activity such as tourism, banking, transportation and health care services are not significantly considered in traditional marketing, literature and courses that concentrate on product marketing. The case study method allows students to attain a first-hand understanding of service marketing within a wide variety of industries.

24707

Business-to-business Marketing

6cp; prerequisite(s): 24734 Marketing Management
Postgraduate

Focuses on the buying and selling of goods and services between firms, which constitutes 60–80 per cent of all marketing activity. Focuses on development of the special skills and knowledge needed to function effectively in this setting, including specialised communication modes, negotiation, preparation of bids, the sales-purchasing interface, relationship marketing and relationship management. Introduces the wider context in which business marketing sits – the distribution channel and network of connected firms in the wider domestic and international market.

24709

Clients and Markets

6cp
Postgraduate

Examines the social and historical forces that create specific markets and client groups for public sector and nonprofit organisations; critically evaluates the role and scope of marketing operations in these organisations as contrasted with private, profit-seeking organisations; develops an understanding of changes in organisational markets and patterns of distribution for the products of the public and nonprofit sectors; develops skills and the techniques and methods of marketing management in public sector and nonprofit organisations; examines consumer and client responses to public and nonprofit sector products; addresses equity and social issues in public and social marketing strategies.

Topics include the marketing concept; strategic marketing; social marketing; client, customer and consumer behaviour; marketing information systems; communication and promotion; marketing decisions; and the marketing plan.

24710

Buyer Behaviour

6cp; corequisite(s): 24734 Marketing Management
Postgraduate

Provides an insight into buyer behaviour as the foundation for marketing strategy. Examines individual, social and environmental determinants of buyer behaviour within an overall conceptual framework that includes information processing, learning, motivation, attitudes, personality, lifestyle, and social and cultural group influences.

24713

Sales Management

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Considers the management of sales in the wider sense, being concerned not only with the management of the sales force by the sales manager, but also the management of the sales function by the entire organisation. To achieve this, not only are the areas of sales force design, organisation, training and motivation considered, but also the nature and role of selling as it relates to business relationship building and sustenance. Introduces students to the theories underlying this area of marketing and presents practical applications.

24714

Marketing Creativity

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Builds a bridge between creativity and marketing. Designed to complement and build on participants' previous marketing study. In marketing, creativity can be effectively applied in many areas including new strategies, new product development, new channels and new customer segment definition. An intellectually challenging and highly interactive subject. Of particular benefit to practising marketers.

24715

Strategic Marketing in Electronic Business

6cp; prerequisite(s): 24734 Marketing Management; 24737 E-Business Marketing Postgraduate

Examines the alternative marketing strategies used in electronic commerce and evaluates relevant strategic marketing concepts in different competitive environments. The challenge managing the transformation and business migration strategies from 'place' to electronic marketing 'space' is experienced using a business simulation.

24716

Research Project in E-Business Marketing

6cp; prerequisite(s): 24715 Strategic Marketing in Electronic Business Postgraduate

Students engage in an in-depth field investigation of an electronic marketing initiative in a specific industry environment. Appropriate research methodologies are evaluated and applied to the project.

24717

Marketing Entrepreneurship in Electronic Business

6cp; prerequisite(s): 24715 Strategic Marketing in Electronic Business Postgraduate

Students identify issues and compile case studies of marketing entrepreneurship in electronic business. This includes review of the current literature and on-site discussions with managers involved in innovative, entrepreneurial electronic initiatives.

24719

Advanced Marketing Strategy

6cp; prerequisite(s): 22747 Accounting for Managerial Decisions; 24710 Buyer Behaviour; 24737 E-Business Marketing or 24720 Marketing Research Postgraduate

Marketing strategy involves gaining a favoured position when providing goods or services to selected groups of clients. The attractiveness of alternative strategies within the marketing arena is affected by the interaction of all exchange elements of the marketing program in the context of a variety of situational factors (within the company, the industry and the broader environment). Further strategies evolve and change to match new market dynamics with client demand. The alignment of owned or accessed competencies and capabilities to deliver superior customer value is the challenge for effective strategy development. A combination of approaches will be listed in the study program.

24720

Marketing Research

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Provides a comprehensive account of the marketing research process, from problem recognition and definition through all the procedural steps of findings and recommendations for marketing decision making. Specific treatment of the nature, role and management of marketing information in a corporate setting will provide a basis for discussion and development of research methodology. Covers a fundamental component of the marketing process: the generation and management of the marketing information resources of an organisation. In this sense the subject is critical to discussion of specific, functional decision areas of marketing in other

subjects in the course. The practical emphasis will further contribute to the student's understanding of the problems and potentials inherent in the collection and analysis of marketing data.

24721

Scenario Planning – New Technology Change Agents

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Introduces students to the concept of developing views of the future within the context of a business organisation. Various business planning tools and concepts commonly used to develop future views are considered, with an emphasis on their application to technological forecasting. Scenario planning is presented as an exemplary methodology, with students participating directly in formal planning processes focused on technological issues. New tools that facilitate emergent thinking processes essential in an innovative, dynamic and uncertain business environment will also be examined.

24722

Customer Interaction and Behaviour

6cp; prerequisite(s): 24737 E-Business Marketing Postgraduate

Provides an understanding of the various ways in which consumers utilise the Internet and the internal and external influences on their behaviour. Examines the role of traditional forms of marketing communication as well as various forms of interactive communication in one-to-one marketing and the building of long term customer relationships.

24723

Business-to-business Electronic Marketing

6cp; prerequisite(s): 24737 E-Business Marketing Postgraduate

The rapid emergence and deployment of business to business electronic business infrastructure poses significant challenges for marketers. Provides students with an awareness of developments and issues associated with the rollout of business to business electronic business systems, with frameworks to critically analyse them in relation to business to business marketing issues such as specialised communication modes, negotiation, sales management, relationship marketing and relationship management.

24724

Global E-Business Marketing

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Focus on specific issues involved in electronic marketing that apply when doing business across national boundaries and when operating on a global basis. Creates an awareness of the constraints that apply in the international marketplace to the application of the allegedly borderless electronic marketing due to national and regional differences and regulations. Explores ways in which traditional marketing mix variables need to be modified in the electronic context and in particular the impact on physical distribution and distribution channels. Highlights strategic marketing issues that arise when doing business in the global electronic environment and assists students to develop strategies to cope with the complications that are likely to arise.

24725

Marketing Knowledge Creation and Management

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Marketing organisations function in an information-based environment. Marketing knowledge creation and management embraces the issues and challenges organisations face in responding to that environment. It provides students with a theoretically and vocationally relevant set of skills for understanding and managing the information-based relationships in which organisations are embedded. Develops an understanding of how marketing information can be used to add value to marketing relationships.

24728

Global Marketing Management

8cp
Postgraduate
Executive MBA (B078) students only

Introduces students to strategic marketing management in a global context. It is managerially oriented and focuses on the problems faced by marketing managers as they enter an increasingly dynamic, complex, and rapidly changing global environment. Within this context a number of key areas are addressed, including strategic thinking, critical analysis, problem-solving and decision making under conditions of uncertainty, and the development of strategic marketing plans. Broader issues such as globalisation, the

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impact of technology on marketing strategies, strategic partnerships, and the future of marketing are also covered. Emphasis is on the application of theoretical knowledge through a major project and case analysis.

24727

Electronic Business and Marketing

8cp

Postgraduate

Executive MBA (B078) students only

Introduces students to emerging electronic business environments. An overview of the technological elements of electronic environments will be presented, with emphasis on the development of and participation in electronic marketplaces. Using the Internet as an exemplar for emerging electronic business, students will be introduced to electronic business models, concepts and tools. Students will gain substantial first-hand experience in researching, communicating and developing their own electronic business and marketing initiatives within the World Wide Web. There will be emphasis on organisations re-thinking ways that build relationships directly with customers. Students will explore at an introductory level, legal, social and organisational issues related to the development of virtual communities and corporations within emerging electronic environments.

24730

Advanced Marketing Management

6cp; prerequisite(s): 24734 Marketing Management

Postgraduate

Develops the student's ability to apply marketing theory and the principles of decision making to problems in marketing strategy. Organisational resources are finite. The attractiveness of various alternatives for individual decisions within the marketing area is affected by the interaction of all elements of the marketing program. In addition, situational factors (within the company, the industry and the broader environment) affect the attractiveness of alternative marketing solutions. Articles on strategy, case studies and a business simulation which introduces the dynamic nature of market places will be extensively used.

24734

Marketing Management

6cp

Postgraduate

Recognises marketing as a key managerial decision-making area, in particular relating the organisation to its environment to bring about change. Drawing extensively on the literature in marketing and marketing management, the subject will adopt a range of teaching approaches to demonstrate the nature and complexity of managerial marketing decision making, and at the same time develop knowledge and skills for effectively managing the complexity of exchange processes.

24736

Marketing Communications

6cp; prerequisite(s): 24734 Marketing

Management; 24710 Buyer Behaviour

Postgraduate

Examines advertising, promotion and business communication decisions from an advanced viewpoint based on theory and research findings. Provides managers with systematic approaches to setting advertising and promotion objectives, establishing budgets, identifying relevant target audiences, formulating and testing strategies and evaluating campaign results. Considers contemporary issues in advertising, together with reference to complementary aspects such as publicity and direct marketing. Includes an applied project covering these decision factors.

24737

E-Business Marketing

6cp; corequisite(s): 24734 Marketing Management

Postgraduate

Introduces students to electronic markets and marketing information systems by building on the concepts of interaction, relationships and networks. As a starting point, the student is acquainted with the societal trends in the information economy and marketing information as a strategic asset as well as its discovery, creation, dissemination, quality and retrieval. This foundation helps to better understand the network-based business model (the Virtual Corporation) and the supporting inter-firm information exchanges. A critical component will be project work pertaining to the alignment of key technologies with marketing strategies especially at market entry; an ethnographic research study on the use of new marketing information

technology in the workplace; and the practical aspects of information exchange and utilisation in major industries.

24738

International Marketing Management

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

This subject is managerial in the sense that it focuses on the problems and decisions facing managers of international marketing. It is comprehensive in that it covers the problems of marketing across national boundaries as well as those arising from marketing within a number of different national markets. Treats at length the situation of the Australian firm engaged in multinational marketing activities. The level of involvement ranges from exporting to licensing, to joint ventures, to wholly-owned subsidiaries. The student will be given the opportunity to apply the theoretical knowledge gained to a detailed analysis of a particular foreign market environment, and to develop marketing strategies required in that market by an Australian organisation.

24742

New Product Management

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Exposes students to the literature on, and the nature of, the marketing task involved in the development and launch of new products. Students will also be required to carry out a project whereby a marketing feasibility study and strategy are developed for an actual new product innovation calling on knowledge gained in previous marketing subjects.

24743

Contemporary Issues in International Marketing

6cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management Postgraduate

Builds upon existing knowledge in the areas of multinational or international marketing and relates it to specific conceptual and empirical issues in international marketing. Increases awareness and understanding of issues beyond the scope of topics covered in traditional international marketing subjects. Issues covered include overseas market selection, internationalisation, globalisation, networks and international marketing,

international strategic alliances, international competition theory, international counter-trade, setting international prices, and international negotiation from a cultural perspective.

24744

Competitive International Marketing Strategy

6cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management; 24743 Contemporary Issues in International Marketing Postgraduate

Enhances the problem solving, decision making and general management skills of students in the context of an international organisation operating in a competitive and changing global environment. Involves a PC-based international business simulation exercise and case studies/readings. Decision areas covered include company organisation, products and improvements, management of innovation, area operations, competitive analysis, marketing research, pricing, promotion, distribution, inventory management and inter-company and intra-company transactions.

24745

Marketing Value Chains and Alliances

6cp; prerequisite(s): 24734 Marketing Management Postgraduate

Builds upon 24734 Marketing Management to focus on rapidly emerging 'collaborative' environments in which the management and structuring of marketing partnerships is critical to the success of organisations. In this subject marketing value chain issues are selected which are important to managers in achieving marketing objectives. The emphasis is on two aspects. Firstly, the development of a sound understanding of the underlying logic of marketing value chain concepts and its interactions with other management disciplines. Secondly, the development of practical competencies that enable managers to apply these marketing value chains to their work environments.

24750

Marketing Decision Analysis

6cp; prerequisite(s): 24734 Marketing Management; 24720 Marketing Research or 24737 E-Business Marketing; 24730 Advanced Marketing Management
Postgraduate

Studies marketing management decision processes and procedures from a product manager's viewpoint. An increasingly complex marketing environment offers product managers new challenges and opportunities. To take advantage of the opportunities and meet the challenges, computer-aided decision procedures provide additional conceptual and applied tools for decision making. This course builds and expands on the material covered in earlier postgraduate courses in Marketing by way of learning about computer models which aid a product manager in the task of managing markets.

24755

Applied International Marketing Research

12cp; prerequisite(s): 24734 Marketing Management; 24738 International Marketing Management; corequisite(s): 24743 Contemporary Issues in International Marketing
Postgraduate

Develops skills in conducting international marketing research and marketing management activities. Involves a study tour of one or two overseas countries. Enables the student to develop an appreciation of the ways in which marketing systems might be compared and evaluated across national boundaries. A greater understanding of the role and significance of Australian business in the international economy will also be achieved.

24780

Readings in Marketing

6cp; prerequisite(s): prior permission from the School
Postgraduate

Undertaken under the direction of a member of staff. The topic must be approved by the Head, School of Marketing. Formal lectures in selected areas may be required, as directed by the supervising lecturer. Allows a degree of flexibility in programming for specialised needs of individual students, but can only be undertaken as part of the Master of Business in Marketing program. Topics chosen should be related to other subjects within the student's area of specialisation.

24785

Research Techniques in Marketing

6cp; prerequisite(s): completion of a relevant Bachelor of Business degree
Postgraduate

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of marketing.

24786

Research Seminars in Marketing

6cp; prerequisite(s): 24785 Research Techniques in Marketing (unless otherwise approved by the Head of School of Marketing)
Postgraduate

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

24790

Business Project – Marketing

6cp; prerequisite(s): all core subjects of the Master of Business in Marketing
Postgraduate

A capstone subject for Master of Business in Marketing or MBA Marketing major students. Students complete an applied marketing project, integrating and utilising the skills and knowledge acquired in their previous marketing subjects.

24791

Business Project – International Marketing

6cp; prerequisite(s): all core subjects of the Master of Business in International Marketing
Postgraduate

A capstone subject for the Master of Business in International Marketing. Designed to enable students to apply the range of skills and knowledge gained in the rest of the course. Students are required to conduct a project on international marketing related to a particular organisation. It is an alternative to 24755 Applied International Marketing Research.

24901

Advanced Theory in Marketing

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Introduces students to the basics of scientific method and shows how to apply it to the evaluation and development of marketing theory in teaching, practice and research. The

evolution of marketing thought is used as the primary way of considering what marketing theories there are, their quality and their usefulness in progressing research in marketing.

24902

Research Methods in Marketing

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Introduces students to various advanced research methods in the marketing discipline, with an emphasis on quantitative and multivariate analytical techniques. Adopts an applications-oriented approach to applying advanced statistics and computer software to theory development and theory testing in marketing. Develops considerable expertise in conducting sound and rigorous research projects in both theoretical and applied research settings.

24903

Readings for Thesis – Marketing

6cp; prerequisite(s): 24901 Advanced Theory in Marketing; 24902 Research Methods in Marketing
Undergraduate

Provides an opportunity to engage in a structured literature review to assist in selecting a thesis topic. Improves awareness of up-to-date research in marketing by exploring current research activities of recently published authors.

24904

Thesis in Marketing (F/T)

24cp; prerequisite(s): admission to the Honours program
Undergraduate

Requires the student to produce a 20,000-word (maximum) thesis based on an original marketing problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner. The topic may be derived from any marketing-related area. The replication and extension of a published academic marketing article could also be considered.

24905

Thesis in Marketing (P/T)

24cp; prerequisite(s): admission to the Honours program
Undergraduate

Requires the student to produce a 20,000-word (maximum) thesis based on an original marketing problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner. The topic may be derived from any marketing-related area. The replication and extension of a published academic marketing article could also be considered.

24907

Advanced Research Methodology – Marketing

6cp; prerequisite(s): 24901 Advanced Theory in Marketing; 24902 Research Methods in Marketing
Undergraduate

Individually supervised subject to provide knowledge, understanding and experience with research methodologies and the analysis techniques which will be utilised in the research thesis.

24908

Qualitative Research Methods

6cp; prerequisite(s): completion of an appropriate Bachelor's degree with a major in marketing or related discipline
Undergraduate

Qualitative research is the growth area in both academic and commercial marketing research yet is often neglected in market research subjects. This subject introduces a different methodological approach than is commonly emphasised. Alternative research designs are considered along with the associated instrumentation, data collection and analysis. Communication of results for a range of academic and industry audiences is also considered.

25115

Economics for Business

6cp
Undergraduate

Develops an understanding of basic economic principles and their application to business decision making and business strategy. Provides a foundation for further studies in business, economics and finance. Provides

students with the ability to read and understand analyses presented in the financial and business media and be able to effectively participate in the formulation of business strategies.

25210

Microeconomic Theory and Policy

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Shows how and why governments become involved in private sector activity. Emphasises the theoretical justification for regulation, the nature of market failure justifying the regulation and the consequences. Topics include cost-benefit analysis, public enterprise, deregulation and privatisation, competition policy, trade and industry theory and policy.

25300

Fundamentals of Business Finance

6cp; prerequisite(s): 22107 Accounting for Business; 25115 Economics for Business; corequisite(s): 26133 Business Information Analysis Undergraduate

Introduces students to the concepts of financial management and the main approaches to solving financial problems of the firm. Topics include financial markets; introduction to foreign exchange risk; introduction to futures and options; capital budgeting; financing decisions and working capital management. Develops skills in searching for financial information via the web and the use of computer packages such as Excel.

25303

Industry Economics

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Examines the changing structure, conduct and performance of Australian industry within the context of international restructuring. Issues include barriers to entry, oligopoly pricing, vertical integration, market structures and technological change, and mergers and takeovers in a theoretical and empirical context. Emphasis is placed on practical analysis of firm behaviour in a market.

25304

Asian–Australian Economic Relations

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Gives an overview of the Asian region and its developing economic relationship with Australia. The rapid growth experience of

Japan – especially during the 1950s and 1960s – will be analysed initially. The so-called four Asian tigers (Korea, Taiwan, Hong Kong and Singapore) will be reviewed next. Their individual performances (as well as their socio-political climates) will be analysed. Various explanations advanced for their rapid growth over the last couple of decades will be assessed. Second generation ‘NIC’ (Newly Industrialised Countries) such as the ASEAN economies will be similarly examined. Finally, the Chinese economy – the so-called ‘awakening giant’ – will be analysed.

25305

Labour Market Economics

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Builds on earlier microeconomic and macroeconomic theory to review current theories of the labour market. Looks at changes in Australian labour markets, and issues such as the role of gender, ethnicity, trade unions, technology, education and discrimination in labour market outcomes. Discusses contemporary issues and debates related to the operation of labour markets – such as wage determination and unemployment.

25309

Macroeconomic Theory and Policy

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Traces the development of classically-oriented and Keynesian-oriented theory and seeks to identify how these theoretical developments have affected the way policies are put into practice when addressing key macroeconomic issues. These issues include: the operation of monetary and fiscal policy; inflation and unemployment; business cycle theory; and international influences on the domestic economy.

25315

International Economics

6cp; prerequisite(s): 25115 Economics for Business Undergraduate

Addresses two areas of international economics: First, the pure theory of trade which examines basically why countries trade, and the benefits to be gained, examining associated issues such as commercial policy, real wages and customs unions; second, international investment issues particularly as these relate to the small open economy.

25350**Principles of Risk and Insurance**

6cp

Undergraduate

Introduces students to the theory of risk and examines the history and evolution of insurance together with its contemporary functioning. Students are exposed to the study of insurance as a commercial, economic and social institution. The subject also deals with the principal statutory controls governing the transaction of insurance business in Australia.

25403**Theory of General Insurance**

6cp; prerequisite(s): 25417 Liability Insurance; 25418 Property Insurance; 25350 Principles of Risk and Insurance

Undergraduate

Develops students' competence in the application of statistical and quantitative methods to the rating and pricing of general insurance products. Also deals with the application of underwriting principles to the management of an insurance portfolio.

25406**Quantitative Techniques for Finance and Economics**

6cp; prerequisite(s): 25300 Fundamentals of Business Finance; 26135 Business Information Analysis; 25115 Economics for Business

Undergraduate

Enables students to move from the ability to cope with concrete concepts to the ability to apply abstract concepts by providing a range of quantitative skills that will enable the completion of projects in concurrent and later courses.

Linear functions, linear algebra, optimisation in economics and finance, linear programming (a graphic approach, simplex algorithm, the dual), nonlinear (quadratic) programming, and multiple linear regression (selected procedures to deal with breakdown in assumptions – multicollinearity, heteroscedasticity and serial correlation) will all be examined.

25409**Managing Financial Institutions**

6cp; prerequisite(s): 25555 Macroeconomics: Theory and Applications; 25556 The Financial System

Undergraduate

This subject teaches the fundamentals of managing a financial institution. The principles are applied in the context of banks, but have a wider relevance to the management of non-bank financial institutions. The structure of the financial system and problems posed by managing financial institutions in today's environment are given real-time practical applications in case studies which assess the performance of financial institutions from a creditor's, investor's and regulator's viewpoint. Case studies of bank failure and success are interposed among principles of asset liability management, strategic planning and responses to a changing environment in prudential supervision, e-commerce and new taxation treaties.

25410**Corporate Financial Analysis**

6cp; prerequisite(s): 22207 Accounting Transactions and Business Decisions; 25300 Fundamentals of Business Finance

Undergraduate

Examines the use of financial statements in assessing a firm's financial 'health', its strengths, weaknesses, recent performance and future prospects. Examines financial statement forecasting and modelling with an emphasis on cash-flow reconstructions from financial statements. Special issues dealing with financial statement information are emphasised in some depth. These issues include market efficiency, asset pricing, corporate restructuring and business valuation, debt ratings and financial distress.

25415**Personal Financial Planning**

6cp

Undergraduate

Provides an introduction to the theory and practice relevant to the management of personal financial risks. Provides an understanding of the fundamental techniques and analytical tools used in this process and identifies strategies suitable for securing both short and longer-term objectives in a dynamic social, economic and regulatory environment.

25416

Economics of Money and Finance

6cp; prerequisite(s): 25555 Macroeconomics: Theory and Applications
Undergraduate

Encompasses the theoretical aspects of monetary economics as well as its application both to the practice of monetary policy and the prediction of likely future trends in funds flows, credit aggregates and other macro-economic statistics. Other topics include: special issues dealing with monetary policy in Australia; systemic crises; international comparisons of monetary policy as practised by other central banks; and the prediction of interest rate movements.

25417

Liability Insurance

6cp; prerequisite(s): 25350 Principles of Risk and Insurance
Undergraduate

This subject examines liability risks within the framework of the theory of general insurance. Detailed examination of specific classes of liability risks provides the foundations for the study of further subjects relating to general insurance.

25418

Property Insurance

6cp; prerequisite(s): 25350 Principles of Risk and Insurance
Undergraduate

This subject examines property risks within the framework of the theory of general insurance. Detailed examination of specific classes of property risks provides the foundations for the study of further subjects relating to general insurance.

25420

Applied Financial Management

6cp; prerequisite(s): 25410 Corporate Financial Analysis
Undergraduate

Provides students with the opportunity to integrate, apply and extend their study of finance to realistic problems in both financial management and portfolio management. Financial decision skills will be developed in an environment characterised by complex and incomplete information, uncertainty and a competitive environment. This is achieved through a financial management simulation and management of a security portfolio. There is a heavy workload for this subject.

25421

International Financial Management

6cp; prerequisite(s): 25300 Fundamentals of Business Finance
Undergraduate

Develops and extends the corporate finance framework into the arena of foreign exchange markets, multinational working capital management, international investment and cost of capital, international financial decisions and Euromarkets. Examines political risk issues and their impact on international finance. The measurement and management of foreign exchange exposure and hedging are interrelated with capital expenditures, special financing vehicles and risk–return profiles of companies.

25503

Investment Analysis

6cp; prerequisite(s): 25556 The Financial System; 25555 Macroeconomics: Theory and Applications
Undergraduate

Introduces the conceptual and theoretical framework of the portfolio approach to investments. Applies the techniques of mean variance diversification to investment management. Reviews asset pricing models and their application to investment management. Other topics are: bond portfolio management and use of derivatives in an investment portfolio.

25506

Capital Budgeting and Valuation

6cp; prerequisite(s): 25406 Quantitative Techniques for Finance and Economics; 25300 Fundamentals of Business Finance
Undergraduate

Consolidates and further develops the concepts previously introduced. Includes an extensive examination of various analytical techniques for capital budgeting decisions. Other topics are: estimation of the cost of capital; capital structure and valuation; and empirical evidence on capital structure and dividend policy.

25522

Financial Services and Products

6cp; prerequisite(s): 25555 Macroeconomics: Theory and Applications; 25556 The Financial System
Undergraduate

This subject teaches the fundamentals of lending practice and the provision of other financial services which equips students for

entry into banking and other financial institutions that provide financial services. Areas covered include: managing loans and the loan portfolio; the importance of the loan policy; commercial lending; credit analysis; agricultural finance; consumer credit and consumer credit regulation; the changing nature of financial services delivery; project finance; trade finance; international banking; merchant banking; funds management; insurance and e-commerce.

25552

Reinsurance

6cp; prerequisite(s): 25350 Principles of Risk and Insurance
Undergraduate

Develops an understanding of the history, function and legal principles relating to reinsurance, concentrates on the various methods of reinsurance available, examines quantitative and qualitative assessments of the most appropriate forms of reinsurance protection for a given portfolio or company.

25553

Risk Management

6cp
Undergraduate

Develops an understanding of the conceptual framework of risk management. In addition, students will develop an understanding of the operational aspects of risk management ranging from the techniques of setting objectives, the determination of funding mechanisms, the development and use of information systems, and the preparation of risk management programs.

25555

Macroeconomics: Theory and Applications

6cp; prerequisite(s): 25115 Economics for Business
Undergraduate

Students gain a thorough introduction to the main macroeconomic problems facing modern economies. The subject develops a framework for understanding these problems and examines the major policy tools used to deal with them. Topics covered include: unemployment; inflation; determination of national income; monetary policy, and fiscal policy. The subject also deals with models of consumption and investment spending and problems which arise in attempting to estimate these models for economies like Australia. Linkages with the international market are also considered.

25556

The Financial System

6cp; prerequisite(s): 25300 Fundamentals of Business Finance
Undergraduate

The aim of this subject is to develop an understanding of the operations of a modern financial system, covering its payment, financing and market-risk management activities. Its main topic areas are financial institutions, financial markets (such as stocks, bonds and foreign exchange) and derivatives (such as futures and options). It should be taken before subjects such as 25503 Investment Analysis and 25620 Derivative Securities.

25557

Corporate Finance: Theory and Practice

6cp; prerequisite(s): 25503 Investment Analysis
Undergraduate

This subject consolidates and further develops the concepts of corporate finance introduced in 25300 Fundamentals of Business Finance. This includes an examination of various analytical techniques used in capital budgeting decisions and the capital structure decisions. Capital structure, estimation of the cost of capital and the dividend decisions are examined from an empirical and theoretical viewpoint. Other topics include the dividend decision and the relationship between financing decisions and the costs of capital.

25558

Issues in Corporate Finance

6cp; prerequisite(s): 25557 Corporate Finance: Theory and Practice; 25620 Derivative Securities
Undergraduate

This subject explores the advanced topics in corporate finance such as the impact of differing taxation regimes, analysis of agency conflicts, use of alternative project evaluation methods and the use of options in valuation and project evaluation.

25559

New Start Financing and Valuation

6cp; prerequisite(s): 25300 Fundamentals of Business Finance
Undergraduate

This subject introduces students to the concepts of entrepreneurship and explores the practical issues facing a new company as it develops and grows. Topics include the funding options for new businesses, the valuation of such firms and the sources of

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advice and assistance that are available to the new business owner/manager.

25560

Applied Economic Analysis

6cp; prerequisite(s): 25555 Macroeconomics: Theory and Applications; and either 25562 Economics of the Firm or 25503 Investment Analysis
Undergraduate

This subject is designed to enhance students ability to apply principles and critical thinking abilities developed in other economic and finance subjects. It focuses on practical economic and financial problems and enables students to: learn a range of new quantitative skills; improve their ability to interpret and draw conclusions from data; test explanations and propositions about real-world phenomenon affecting the business environment, and to employ basic forecasting techniques.

25561

Measuring and Managing Risk

6cp; prerequisite(s): 25555 Macroeconomics: Theory and Applications; 25556 The Financial System
Undergraduate

This subject teaches the fundamental risks in modern financial institutions. The science and practice of risk measurement and management of financial institutions has developed in complexity as the environment has become increasingly globalised and deregulated. The subject introduces modern techniques, which are necessary to those entering any role in the finance industry. Case studies are interposed among principles of the risks of asset liability management.

25562

Economics of the Firm

6cp; prerequisite(s): 25115 Economics for Business
Undergraduate

This subject is designed to equip students to play an important role in managerial decision making by strengthening their understanding of the microeconomics of firms and industry. The subject combines a solid grounding in microeconomic principles with applications to various real-world business problems. Topics include: demand analysis and optimal pricing in various market structures; production and cost decisions; cost-benefit analysis; strategic behaviour in highly concentrated markets, and the problems of market failure.

25564

Labour and Industry in the Global Context

6cp; prerequisite(s): 25115 Economics for Business
Undergraduate

This subject aims to: develop basic concepts used by economists to describe and analyse the workings of the Australian labour market and Australian industry in a global context; develop an appreciation of the effects of international structures on the operation of labour markets; describe the manner in which the Australian labour market is performing, and the role of government policy in influencing this performance; examine recent changes in the international and Australian economies and the impact of these changes on industry and job structures; and to look at key current labour market and industry issues and policy debates.

25606

Financial Time Series

6cp; prerequisite(s): 25906 Portfolio Theory and Investment Analysis (Advanced); 25905 Capital Budgeting and Valuation (Advanced)
Undergraduate

A number of theoretical models have been developed in the area of corporate finance. Students will have been exposed to the major models in preceding courses. This subject investigates the techniques that are required to empirically test these models and conducts a number of empirical tests using Australian financial markets data.

25620

Derivative Securities

6cp; prerequisite(s): 25556 The Financial System; corequisite(s): 25503 Investment Analysis
Undergraduate

Provides students with a basic understanding of forwards, futures, swaps and options. It covers their valuation by arbitrage arguments, their use and the management of the associated risks. A large part of this subject is devoted to applied problems dealing with situations in which students may expect to encounter derivations in practice.

25621**Financing Decisions and Capital Market Theory**

6cp; prerequisite(s): 25557 Corporate Finance: Theory and Practice or equivalent
Undergraduate

Provides an understanding of the theory, empirical evidence and practice of corporate financing decisions. On completion of the subject, students should be able to critically evaluate a company's existing capital structure and proposed methods of raising new finance. Other topics considered review the theoretical and empirical research relating to the efficient market hypothesis.

257xx**Management of Financial Risks**

6cp
Postgraduate

For subject description, see the Faculty of Business.

25705**Financial Modelling and Forecasting**

6cp
Postgraduate

Introduces students to various models and tools used in financial planning. Students will learn basic forecasting techniques as well as the fundamentals of risk analysis and how risk may be incorporated into financial simulation models. Develops students' ability to implement theoretical concepts developed and used in other subjects.

25706**Economics for Management**

6cp
Postgraduate

Provides an intensive introduction to the two major components of economic theory – microeconomics (which deals with the behaviour of individuals, firms and industries) and macroeconomics (which deals with the behaviour of the national and international economies). Provides a working knowledge of the economic environment for managers.

25707**Government–Business Relations**

6cp
Postgraduate

Examines government policies relating to the behaviour of firms. Begins by considering the rationale for government intervention in private sector activities, with emphasis on current developments in the corporatisation and privatisation of government business enterprises. Specific government policies and the formation of such policies are then examined. Policies looked at include economic aspects of competition policy, industry policy, protection of the national interest, foreign investment, small business policy, research and development targeted sectoral policies.

25711**Securities Market Regulations**

6cp
Postgraduate

Develops an understanding of the regulatory nature of securities markets, including the process of regulation of the various players involved. Reviews the different theoretical frameworks within which regulations can be analysed – providing both a legal and financial perspective. Critically evaluates current issues of regulatory debate and reform in securities markets, such as insider trading and takeovers. Exposes students to the different research methodologies of finance and law, and demonstrates the ways in which financial markets change rapidly. One major factor affecting the prices of firms assets and the financial decisions of management is the degree to which such assets and decisions are regulated.

25714**Insurance Compliance**

6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute
Postgraduate

Develops an understanding of compliance processes operating within the Australian general and life insurance industries. Identifies the nature and scope of contemporary external compliance requirements either from Regulators or from external benchmarks.

25715

Insurance Economic Issues

6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute
Postgraduate

Develops an understanding of the social, political, legal and financial forces which may impact upon the autonomy of insurance industry participants. Identifies the nature, scope and volatility of these influences.

25716

Insurance Portfolio Management

6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute
Postgraduate

Develops an understanding of contemporary general insurance underwriting and portfolio management techniques and the theoretical concepts which support these processes. Examines the changes that are occurring to those processes, the impact of varying market cycles and the response of the industry to these issues.

25717

Insurance Risk Financing

6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute
Postgraduate

Develops an understanding of contemporary risk financing techniques available to both insurers and insureds. Directs attention to the extent to which these alternative risk-financing techniques are structuring ongoing insurance relationships.

25718

Insurance Financial Management

6cp; prerequisite(s): Graduate Certificate in Insurance, or Executive Certificate in Insurance, or Fellow of the Australian Insurance Institute
Postgraduate

Develops an understanding of the financial management reporting processes in the general insurance industry, the changes that are occurring to those processes and the response of the industry to emerging issues.

25721

Investment Management

6cp; prerequisite(s): 25742 Financial Management
Postgraduate

Introduces the conceptual and theoretical frameworks of the traditional and portfolio approaches to investments, and provides practice in the techniques of portfolio analysis and management. Complements 25765 Corporate Finance in the sense that the concept of risk analysis developed there is applied to asset allocation in a portfolio context. Relates to the subject 25762 Synthetic Financial Products in the sense that the risk management techniques learnt there can be integrated in portfolio risk management.

25726

Managerial Economics

8cp
Postgraduate
Executive MBA (B078) students only

Introduces the theory of the firm and other major economic themes that provide students with an understanding of managerial decision making. It also provides an understanding of the economic and financial forces that influence corporate strategy.

25727

Managerial Finance

8cp; prerequisite(s): 22767 Financial Analysis Using Financial Statements; 25726 Managerial Economics
Postgraduate
Executive MBA (B078) students only

Provides participants with an understanding of the tools and techniques used in financial decision making. The subject material draws on an understanding of managerial accounting and economics provided in the prerequisite subjects. It provides a basis for subsequent integrative management subjects. It examines the key areas of financial decision making such as risk and diversification, capital budgeting, cost of capital, short-term financing and dividend decisions.

25731

International Finance

6cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines foreign exchange markets, multinational working capital, international investments and the financing of international operations. Students will be able to understand how firms operate in the international financial environment. International financial

management seeks to extend the corporate finance framework. Consideration of foreign exchange markets and parity relationships forms a basis to subsequent subjects dealing in Corporate Treasury Management and Synthetic Financial Products. International investment and financing issues impact on overall investment management decisions and strategies.

25741

Capital Markets

6cp
Postgraduate

Assists students in developing a broad knowledge of the instruments, institutions and markets that comprise the financial system, and an understanding of the dynamics that influence the behaviour of financial markets and the value of financial instruments. Develops skills in financial mathematics that are useful in pricing, securities and in financial decision making.

25742

Financial Management

6cp
Postgraduate

Provides the analytical framework for corporate financial decisions. Introduces students to financial theory and to the tools of financial decision making. Concerned primarily with investment project evaluation and determining the financing mix necessary to achieve the firm's financial objectives. Topics include the conceptual basis of financial decisions, accounting statements and cash flow, net present value, the valuation of debt and equity, capital budget issues, risk and return, the capital asset pricing model (CAPM), capital structure – determinants of the optimal balance of debt and equity, dividend policy, and leasing.

25743

Corporate Financial Analysis

6cp, prerequisite(s): 25742 Financial Management
Postgraduate

Students undertaking this subject should not enrol in the equivalent subject 22743 Business Valuation and Financial Analysis.

Develops students' ability to conduct corporate financial analysis, both for lending and investment purposes. Students will be able to reconstruct cash flow statements from other financial statements, analyse reasons for corporate failure and determine which

financial ratios are crucial. Develops the ability to conduct expert corporate financial analysis which will become a highly desired and critical skill with growth in the role of the banking and managed investment trust sector.

25751

Financial Institution Management

6cp, prerequisite(s): 25742 Financial Management
Postgraduate

Introduces students to a broader view of a changing banking environment; develops an understanding of financial decision making in banking; develops decision-making skills in policy formulation and implementation. Topics include: economics of financial institutions; capital adequacy and implications; yield curves and gapping in money markets; liquidity management; asset/liability management; interest rate risk management; foreign exchange risk management; strategic planning. Emphasises the practical aspects of managing a bank today.

25752

Financial Institution Lending

6cp, prerequisite(s): 25742 Financial Management
Postgraduate

Develops understanding and appreciation of sound and practical bank lending practices, including corporate and consumer lending, international trade, current issues, and legal matters. Topics include lending to business firms and individuals, international trade, problem loans, current issues, relationship, and legal matters.

25762

Synthetic Financial Products

6cp, prerequisite(s): 25721 Investment Management
Postgraduate

Provides an introduction to the management of portfolios using options in financial markets. Stock, index, debt and foreign currency options are discussed, as well as forward and futures contracts and options on these instruments. Discusses the role of such instruments as risk-transferring devices.

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25763

Corporate Treasury Management

6cp; prerequisite(s): 25742 Financial Management
Postgraduate

Deals with the management of financial price risk in a corporate treasury environment. Students will be able to understand and identify financial price risk, measure exposure, set objectives, measure performance and adopt appropriate tactics and strategies, via use of forwards, futures, swaps and options.

25764

Venture Capital Finance

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines the nature of the venture capital market and investment processes, and the growing number of financial institutions involved as venture capital suppliers. Analyses the various types of new ventures appropriate for venture capital finance, including start-up, expansion and management buy-out.

25765

Corporate Finance

6cp; prerequisite(s): 25742 Financial Management
Postgraduate

Introduces and exposes students to corporate financial management; basic investment decision-making techniques and financing decisions both short term (current) and long term. Topics include risk analysis; capital asset pricing; capital structure and valuation; bankruptcy risk; and cost of capital.

25785

Research Techniques in Finance and Economics

6cp; prerequisite(s): completion of a relevant Bachelor of Business degree
Postgraduate

Exposes students to a selection of research techniques of potential relevance in preparing a thesis in the area of finance and economics.

25786

Research Seminars in Finance and Economics

6cp; prerequisite(s): 25785 Research Techniques in Finance and Economics (unless otherwise approved by the Head of School)
Postgraduate

Provides a forum each semester for students to present an update on their research efforts and review the work of others.

25807

Mergers and Acquisitions

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines all aspects of the process by which one organisation is subsumed into another. Topics covered include valuation, leveraged buyouts, asset sales and restructuring and defeasance. Legal and tax aspects of mergers and acquisitions are also examined.

25809

Technical Analysis

3cp; prerequisite(s): 25721 Investment Management
Postgraduate

Familiarises students with all aspects of technical analysis – a major force in financial markets. Topics include types of charts, reversal and continuation patterns, congestion/consolidation, Elliot and Kronratieff wave theory, and cross confirmation.

25812

Fundraising in International Markets

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines practical aspects of raising funds in offshore markets. Examines the evolution and structure of international financial markets. Covers in detail Eurocurrency, debt and equity markets. Topics include international bond issues, equity link bonds and Eurobonds.

25815

Asian Capital Markets

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines the rapidly expanding Asian capital markets, examines the structure and institutions of the major capital markets and their interconnections, through an examination of the many recent academic studies that have focused on the emerging Asian financial system. These studies examine efficiency and market anomalies in markets such as Singapore, Malaysia and Hong Kong.

25817

Fixed Income Securities

3cp; prerequisite(s): 25821 Yield Curve Analysis
Postgraduate

Provides the concepts and techniques necessary for the management of fixed income securities. Topics include bond analysis techniques, non-standard bonds and investment and dealing strategies.

25818**Real Estate Finance and Investment**

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines real estate/property as an asset class. Various property sectors are considered as well as mainstream techniques of finance such as discounted cash flow, modern portfolio theory and efficient market hypothesis which are applied to the selection, evaluation and management of real estate.

25819**Share Market Analysis**

3cp; prerequisite(s): 25742 Financial Management
Postgraduate

Examines all aspects of share market analysis. Topics include valuation, fundamental analysis and stock selection. The fundamental approach to equity valuation and selection focuses on book value, replacement value and discounted cash flows and price to earnings ratio. Technical analysis highlights some of the procedures used by technical analysts to forecast increases in equity valuation.

25821**Yield Curve Analysis**

3cp; prerequisite(s): 25721 Investment Management
Postgraduate

Discusses the practicalities of yield curve analysis in Australian markets. Topics include the pricing of yield curve measures for bonds, the price volatility of option free bonds and duration measures.

25825**Principles of Risk and Insurance**

3cp
Postgraduate

Develops an understanding of the fundamental principles of risk and use of insurance in the management of risk exposures. Directs attention to the insurance process and the regulation of that process.

25826**Risk Management**

3cp
Postgraduate

Develops an understanding of the concepts and processes utilised in the management of corporate risk exposures. Directs attention to the analytical processes by which corporate risk exposures may be identified and the

availability of strategies to control identified exposures.

25827**Liability Insurance**

3cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25826 Risk Management
Postgraduate

Develops an understanding of the fundamental principles of liability insurance, underwriting and claims management. Directs attention to contemporary liability risk exposure trends and the related liability insurance portfolio management issues.

25828**Reinsurance**

6cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance
Postgraduate

Develops an understanding of the fundamental principles of reinsurance, reinsurance underwriting and portfolio management. Directs attention to identification and analysis of contemporary reinsurance trends and issues.

25829**Property Insurance**

3cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25826 Risk Management
Postgraduate

Develops an understanding of the fundamental principles of property insurance, underwriting and claims management. Directs attention to contemporary risk exposure and the related property insurance portfolio management issues.

25830**Theory of General Insurance**

6cp; prerequisite(s): 25825 Principles of Risk and Insurance; 25829 Property Insurance; 25827 Liability Insurance
Postgraduate

Develops an understanding of the application of statistical and quantitative methods to the general insurance underwriting process. Identifies both the techniques and issues to be addressed in the management of a general insurance portfolio and the regulatory regime within which such portfolios operate.

25832

Financial Markets Instruments

6cp; prerequisite(s): to be advised
Postgraduate

Introduces students to the main instruments and markets that comprise the financial system. Discusses the factors that influence the evolution of financial markets, valuation of various securities such as equities and foreign exchange, bond price, forward rate and yield curve calculations, FRAs and interest rate swaps, and interest rate hedging.

25833

Derivatives

6cp; prerequisite(s): to be advised
Postgraduate

Introduces students to modelling asset price dynamics in discrete time and continuous time. Students will also examine arbitrage pricing of derivatives in discrete and continuous times, interpretations of the arbitrage pricing condition leading to the partial differential equation, martingale and integral evaluation viewpoints, and derivative pricing in both deterministic and stochastic interest rate environments.

25834

Portfolio Analysis

6cp; prerequisite(s): to be advised
Postgraduate

Introduces students to the theory and practice of modern portfolio theory, surveys relevant aspects of capital markets, foundations of investment decision making, portfolio selection via the mean-variance approach, and theory and empirical tests of equilibrium pricing models. Assists students to understand the theory and principles underlying modern portfolio theory, and develops skills to apply theories to investment decisions.

25835

Computational Finance

6cp; prerequisite(s): 25832 Capital Markets; 35364 Statistics for Quantitative Finance; 35364 Derivatives; 25834 Portfolio Analysis
Postgraduate

Develops students' skills to solve computational problems arising in Quantitative Finance. Investigates solutions for portfolio management, derivatives pricing, equity and yield curve analysis. Examines basic concepts of procedural and object-oriented programming, and develops the application skills of these concepts to financial problems in Visual Basic/Excel and in C++.

25836

Financial Decision Making Under Uncertainty

6cp; prerequisite(s): 25832 Capital Markets; 35364 Statistics for Quantitative Finance; 25833 Derivatives; 25834 Portfolio Analysis
Postgraduate

Introduces students to utility theory, arbitrage principles, portfolio formation and efficient markets at an advanced level. Areas such as the development of mean variance analysis, the capital asset pricing model and arbitrage pricing theory in single-period equilibrium models and multi-period portfolio analysis in discrete time and in continuous time will be examined.

25837

Financial Econometrics

6cp; prerequisite(s): 25835 Computational Finance; 25836 Financial Decision Making Under Uncertainty
Postgraduate

Exposes students to the main econometric techniques used to estimate models in financial economics. Emphasises financial economics is a highly empirical discipline. The primary method of inference for the financial economist is examined, and the model analysed is statistical inference-financial econometrics. Students will apply a range of econometric techniques to financial theories.

25838

Advanced Instruments

6cp; prerequisite(s): 25835 Computational Finance; 25836 Financial Decision Making Under Uncertainty
Postgraduate

Provides students with the opportunity to apply the various techniques studied earlier in the course to the valuation and hedging of more advanced derivative instruments. Examines taxonomy of the various exotic derivatives in the log-normal world and then focuses in detail on pricing and hedging issues, particularly binaries, barriers and strongly path-dependant options such as Asians and look-backs. Interest rate derivative products will be analysed, and practical implementations within the Hull-White, Heath-Jarrow-Morton and Brace-Musiela representations will be undertaken.

25839**Mathematics of Finance**

6cp; prerequisite(s): 35365 Stochastic Calculus in Finance
Postgraduate

Introduces students to the theory of mathematical finance with applications in derivative pricing, portfolio optimisation and risk management. Techniques of no-arbitrage pricing in finance and financial mathematics are explored. Theoretical problems involving hedging derivatives and change of probability measures and portfolio optimisation are formulated and solved.

25840**Integrated Risk Management**

6cp; prerequisite(s): 25835 Computational Finance; 25836 Financial Decision Making Under Uncertainty; 25837 Financial Econometrics; 35365 Stochastic Calculus in Finance; 25838 Advanced Instruments; 25839 Mathematics of Finance
Postgraduate

Introduces students to the theory and practice of integrated risk measurement and management with applications in value at risk, market and credit risk analysis for large diversified portfolios, extreme value analysis and coherent risk measurement. Techniques for large non-linear diversified portfolios will be explored. Theoretical problems related to value at risk, expected shortfall and risk adjusted capital allocation for large nonlinear portfolios are formulated and solved.

25841**Company Valuation and its Implications for E-Business**

6cp
Postgraduate

Introduces students to the concepts of business valuation and explores the practical application of these techniques in the context of Internet firms. Topics include the construction of business valuation models, analysing company risk and the implications of firm value models for major funding decisions such as pricing public offerings and valuing takeover targets.

25905**Capital Budgeting and Valuation (Advanced)**

6cp; prerequisite(s): 25906 Portfolio Theory and Investment Analysis (Advanced); 25620 Derivative Securities; 25556 The Financial System
Undergraduate

This subject presents the technical tools to master capital budgeting and valuation. Both the traditional and the real-options viewpoint is presented. The theory of the financing and investment decisions of the firm is also discussed and empirical evidence and applications are considered.

25906**Portfolio Theory and Investment Analysis (Advanced)**

6cp; prerequisite(s): 35102 Mathematics 2; 25300 Fundamentals of Business Finance
Undergraduate

This subject introduces students to the theory and practice of modern portfolio theory and its application to investment analysis at a technically advanced level. The subject introduces the foundations of investment decision making under certainty and uncertainty, utility theory and portfolio selection via the mean-variance approach. The capital asset pricing model and the arbitrage-pricing model are also developed. The empirical testing of these equilibrium pricing models is discussed.

25921**Theory of Financial Decision Making**

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Introduces the foundations of modern portfolio theory and how it is applied. Topics covered include: theory of choice; mean-variance criterion; capital market equilibrium; Capital Asset Pricing Model and Arbitrage Pricing Theorem; and equilibrium evaluation of derivative securities.

25922**Financial Econometrics**

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Extends knowledge of financial econometrics and model building to enable comprehension of advanced research literature and confident use of econometric techniques in research. Topics include: maximum likelihood estim-

ation and inference in linear and nonlinear models; modern time series methods of dealing with integrated variables; modelling volatility with the ARCH class of models; and econometrics packages.

25923

Derivative Security Pricing

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Provides the techniques needed to analyse and price derivative securities and to understand some of the key associated quantitative arguments. Topics include: derivative securities; arbitrage arguments; geometric Brownian motion model of asset prices; Ito's lemma; risk-neutral pricing; Black Scholes option pricing model; currency, index and futures options; hedging techniques; and interest rate derivative securities.

25924

Advanced Corporate Finance

6cp; prerequisite(s): admission to the Honours program
Undergraduate

Through study of the research literature, provides an understanding of the motivation, construction and empirical testing of theories in corporate finance. Covers a selection of classic papers in corporate finance, some current research work, and a significant quantity of Australian empirical work. Research studied is concerned with the major issues involved in a company's investment and financing decisions and the interaction of these activities with the formation of prices in the markets for the company's securities.

25925

Thesis in Finance

24cp; (2 semester subject); prerequisite(s): admission to the Honours program
Undergraduate

Requires the student to produce a 20,000-word (maximum) thesis based on an original problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

26133

Business Information Analysis

6cp
Undergraduate

Introduces students to emerging electronic business environments and the role of quantitative analysis within this context. An overview of the business implications of electronic environments will be presented, with emphasis on the Internet and the World Wide Web. Examines the processes of business knowledge creation and management, and the use and application of quantitative analytical techniques to qualify, support, select and evaluate data as information for business decision-making.

27103

The Olympic Games

6cp
Undergraduate

The Olympic Games is a significant phenomenon in contemporary sport, tourism and culture with a growing research literature. Covers the cultural, sociological, economic and media impacts on the Games, and the philosophy of Olympism and impacts of the Sydney 2000 event.

27105

Nutrition for Health and Physical Activity

6cp; prerequisite(s): 27173 Efficiency of Human Movement 1
Undergraduate

Examines the role of nutrition in maintaining a healthy lifestyle and in exercise and sports performance. Focuses on dietary guidelines for exercise prescription and sports performance and on the relationships between physical activity and eating disorders such as anorexia, bulimia and obesity.

27106

Social Psychology of Leisure

6cp
Undergraduate

Provides students with a basic grounding in the principles of social psychology and how these can be understood and applied within a leisure context. Specific reference is made to the role of social psychology within a range of professional contexts including tourism, sport and the outdoors. Builds a critical awareness in students of the methods and assumptions that underpin social psychological inquiry.

27111**Mechanics of Human Motion**

6cp
Undergraduate

Investigates the mechanical principles required to produce movement. Analyses both internal and external forces with respect to the human body and its environment.

27115**Arts and Entertainment Management**

6cp; prerequisite(s): 27187 Leisure Concepts
Undergraduate

Examines the concepts of 'art' and 'entertainment' and their changing roles in social life; the theories of culture and their relevance to the contemporary analysis of leisure; and the organisation of the arts and the entertainment industry in Australia with particular reference to access and equity, the politics of patronage, and the composition of audiences. Familiarises students with current issues shaping the future of arts and entertainment in Australia.

27116**Electronic Marketing and Management of Tourism Services**

6cp; prerequisite(s): 27648 The Tourism Industry; 27642 Tourism Marketing
Undergraduate

This subject examines how information and computer-mediated communication technology is used in the information-intensive travel and tourism industry. It examines and analyses the use of this technology in each sector of the tourism industry to establish why it is used, what efficiencies it brings and the implications for the links in the tourism service distribution chain. It gives students an understanding of how e-commerce in the tourism and travel industry is changing the way in which travel and tourism services are promoted and distributed to the consumer.

27126**Leisure in Australia**

6cp
Undergraduate

Provides students with the opportunity to investigate and account for the leisure patterns of Australians. Builds a framework for analysing the development of 'industrial' responses to this behaviour and provides a grounding on which subsequent contextual knowledge is built later in the course. Provides students with the opportunity to learn a range of information retrieval and

reporting techniques central to the development of scholarship.

27131**Community Arts**

6cp; prerequisite(s): 27187 Leisure Concepts
Undergraduate

Provides an understanding of the role of community arts in Australian society. Students become familiar with the organisations that administer and fund community art forms, and develop a practical appreciation of the skills and resources necessary to organise and lead a community art activity.

27134**Outdoor Education 1**

6cp
Undergraduate

Examines the scope and significance of outdoor education from leisure education, environmental education and personal development perspectives. These three areas are taught within a holistic framework that also takes account of the social, political and economic frameworks which influence and shape the 'outdoors'. Provides students with the personal competencies to organise and lead lightweight camping and bushwalking programs in the environs of Sydney.

27135**Outdoor Education 2**

6cp; prerequisite(s): 27134 Outdoor Education 1
Undergraduate

Develops the substantive content from Outdoor Education 1 and focuses specifically on understanding the environmental, personal and social development, and program management aspects, of outdoor experiences. Provides students with the competencies necessary to organise and manage outdoor education programs selected from the following: abseiling, rock climbing, caving, canoeing, cross-country skiing, canyoning, orienteering and expeditioning.

27137**Water-based Recreation**

6cp
Undergraduate

Examines the growth and extent of water based recreation in Australian society; the administrative structures which have evolved to cater for water-based recreation; and the skills and resources necessary to program for selected water-based activities.

210 Subject descriptions

27149

Performance Studies 1: Motor Development (Gymnastics and Dance)

6cp

Undergraduate

Provides students with the knowledge and skills necessary to understand the relationships between human motor development and performance in physical activity. Competence in a range of dance and gymnastics activities is required.

27152

Measurement and Development of Physical Capacity

6cp; prerequisite(s): 27175 Energetics of Human Movement

Undergraduate

Examines the interrelationships between physical activity and the physiological and anatomical development of the individual, with emphasis on the measurement and development of physical capacity (strength, flexibility and endurance) and basic training methodology. Provides students with proficiency in the skills required to measure fundamental human-movement-related capacities.

27154

Readings for Thesis

6cp; prerequisite(s): admission to Honours program; corequisite(s): 27941 Advanced Research Methods for Leisure and Tourism

Undergraduate

Provides Honours students with the opportunity to explore in greater depth the major themes and issues pertaining to their area of research. Enables students to recognise the contribution of the literature relevant to their research problem. Allows students to use the literature to develop the theoretical and conceptual framework of the Honours thesis.

27155

Research Design and Statistics for Human Movement

6cp

Undergraduate

Introduces students to the concepts and skills necessary to understand and conduct research in the human movement context. Provides an essential understanding of research procedures and statistical concepts and techniques applicable to professional practice and academic inquiry in human movement.

27156

Research Methods 1

6cp

Undergraduate

Introduces students to the skills necessary to conduct research in the leisure and tourism contexts. Provides an essential understanding of research procedures and statistical concepts and techniques applicable to professional practice and academic inquiry in the leisure and tourism fields.

27157

Research Methods 2

6cp; prerequisite(s): 27156 Research Methods 1

Undergraduate

Provides students with the knowledge and skills to both systematically examine existing research material and conduct small-scale research projects. Provides students with the opportunity to learn and integrate software programs into industry-based research projects and undertake a research project which has 'real-life' application.

27160

Sport and Exercise Behaviour

6cp; prerequisite(s): 27106 Social Psychology of Leisure; 27155 Research Design and Statistics for Human Movement

Undergraduate

Examines sport performance and exercise participation in relation to cognitive and social psychological constructs. Emphasises the utilisation of sport psychology for performance enhancement in sport. Examines the psychological responses involved in exercise with an emphasis on how these responses influence future exercise behaviour.

27161

Sport Marketing

6cp; prerequisite(s): 24108 Marketing Foundations

Undergraduate

Explores basic marketing concepts as they relate to the funding, promotion and the commercial development of sport. Examines marketing strategies, research planning, advertising, publicity, sponsorship and promotion at various levels of sport involvement.

27163**Tourism Industry Practicum**

6cp; prerequisite(s): completion of the first year of the BA in Tourism Management
Undergraduate

Provides students with an understanding of career paths within the tourism industry as well as basic job-seeking skills such as resumé writing. Introduces students to matters associated with occupational health and safety, employee rights and equal employment opportunity within the context of the tourism industry. Provides students with the opportunity to gain first-hand experience of firms/organisations in which they are considering seeking employment upon graduation. Allows students to see directly how the content of their program can be applied in a practical setting. Expands the professional network of students which can later be used to facilitate job placement. Students are required to complete 10 weeks (400 hours) of industry experience (in Years 2 and 3 of their program) to fulfil the work placement component of this subject.

27165**Tourism Studies Project 1**

6cp; prerequisite(s): 27157 Research Methods 2
This subject is only available to students in their final year of study.
Undergraduate

The subjects Tourism Studies Project 1 and 2 act as capstone subjects for the BA in Tourism Management by bringing together knowledge and skills developed throughout the course. Students select a problem, issue, or opportunity of interest to both themselves and a specific client organisation and prepare a detailed research proposal. As a prelude to the preparation of this document, students are required to undertake an analysis of their chosen problem using the Tourism System model. A critical appraisal of the chosen client organisation's decision-making processes is also conducted.

27166**Tourism Studies Project 2**

8cp; prerequisite(s): 27165 Tourism Studies Project 1
Undergraduate

This subject and 27165 Tourism Studies Project 1 act as capstone subjects for the BA in Tourism Management by bringing together knowledge and skills developed throughout

the course. Students carry through the activities outlined in the research proposal prepared in 27165 Tourism Studies Project 1 and produce a final report for submission to their supervisor and client.

27168**Gender and Sport**

6cp
Undergraduate

Provides the opportunity to study the growing body of knowledge on gender issues in sport and physical activity. Takes an interdisciplinary approach and explores a variety of perspectives: historical and cultural foundations; biomedical considerations; and psychological and social dimensions. Investigates implications for service providers and policy makers in the sport and leisure industry and those working with female athletes. Topics include: historical overview of male/female participation in sport and physical activity; theories of gender; biomedical considerations; psychological and social dimensions of gender and sport; current issues in gender; and sport and physical activity.

27171**Applied Kinesiology**

6cp; prerequisite(s): 27180 Functional Kinesiology; 27111 Mechanics of Human Motion
Undergraduate

Involves the detailed analysis of human motion and provides the opportunity to gain experience and expertise in data collection, video and computer digitisation techniques. This is acquired through a detailed analysis of the anatomical and mechanical principles that surround a selected movement pattern.

27172**Applied Sport Psychology**

6cp; prerequisite(s): 27160 Sport and Exercise Behaviour
Undergraduate

Examines the field of applied sport psychology. Focuses primarily on performance enhancement through the understanding and implementation of psychological principles in sport situations.

212 Subject descriptions

27173

Efficiency of Human Movement 1

6cp; prerequisite(s): 27175 Energetics of Human Movement
Undergraduate

Examines human physiological responses and adaptations to exercise with emphasis on efficiency of movement, training adaptations, cardiorespiratory function, muscle metabolism, and exercise training methodology. Focuses on developing a strong theoretical understanding as well as developing proficiency in the skills required for fundamental assessment in exercise physiology.

27174

Efficiency of Human Movement 2

6cp; prerequisite(s): 27171 Applied Kinesiology
Undergraduate

Examines techniques for quantifying aspects of human motion and explores applications of biomechanical principles and methodologies in ergonomics, orthopaedics, sport, exercise and rehabilitation.

27175

Energetics of Human Movement

6cp; prerequisite(s): 91429 Physiological Bases of Human Movement
Undergraduate

Examines the interactions between the bioenergetic, metabolic, neurological and hormonal aspects of human movement, muscular control and cardiorespiratory function and performance.

27176

Environmental Influences in Sport and Exercise Performance

6cp; prerequisite(s): 27173 Efficiency of Human Movement 1
Undergraduate

Examines the effects of environmental influences such as heat, cold, high and low pressure, and pollution on physical performance. Focuses on developing a strong theoretical understanding as well as developing proficiency in the practical skills required for sport and exercise performance in specific adverse environmental conditions.

27178

Exercise Rehabilitation

6cp; prerequisite(s): 27173 Efficiency of Human Movement 1
Undergraduate

Examines the role of physical exercise as a therapeutic adjunct in the amelioration of certain chronic medical conditions. Focuses on developing a strong understanding of the physiological, biomechanical, psychological and sociological limitations of these chronic medical conditions as well as developing proficiency in the skills required for individualised prescription of exercise programs for special populations.

27180

Functional Kinesiology

6cp
Undergraduate

Incorporates a detailed examination of the structure and function of bones, joints, muscles and nerves with emphasis on the identification of anatomical structures and their relevance to human motion. Forms the basis for subsequent study of the physiological and kinesiological aspects of human movement.

27184

Introduction to Tourism Systems

6cp
Undergraduate

Analyses the essential elements of tourism in terms of their functional, structural, operational and interrelational attributes, and examines the nature of the interrelationships between tourism and the significant environments with which it interacts. Provides students with knowledge and understanding of the specific and general contexts within which management in, and management of, tourism are practised.

27185

Introduction to Tourist Behaviour

6cp; prerequisite(s): 27184 Introduction to Tourism Systems
Undergraduate

Introduces conceptual and methodological approaches to the study of tourist behaviour. Seeks to develop an understanding of the relationships that exist between tourists and the various environments – social, cultural and physical – with which they interact.

Discusses various approaches to managing tourist behaviour. Content is largely based on contributions from social psychology and environmental psychology with input from the other social sciences.

27186

Leisure and Sport in Social Context

6cp; prerequisite(s): 27126 Leisure in Australia
Undergraduate

Students will examine the meaning of leisure and human movement in a social context through an introduction to the literature of sociology and sociological analysis. They will be required to apply these specifically to the phenomena of human movement and leisure and thus develop critical understandings of the roles of leisure and human movement in society with specific reference to Australian society.

27187

Leisure Concepts

6cp
Undergraduate

Introduces the concept of 'leisure' as freedom and control from various disciplinary frameworks and perspectives. Gives students a broader and deeper understanding of the concepts of leisure and the ability to recognise and articulate the frameworks and perspectives that inform these concepts.

27189

Workplace Learning 1

6cp
Undergraduate

Provides students with practical experience through which they can further develop their professional and personal skills. Professional practice experiences help to prepare students for a career position when they complete of their course of study. Gives students the opportunity to connect theory with practice and critically analyse the outcomes.

27190

Workplace Learning 2

6cp; prerequisite(s): 27189 Workplace Learning 1 (advisable but not essential)
Undergraduate

Provides practical opportunities through which students can further develop professional and personal skills in the leisure and human movement field. Through a 180-hour

placement, students will be able to apply and test the various theories and concepts learnt during their course of study in a practical setting. Project management, report writing and presentations are the major assessment components. Career planning and job application skills are an additional element of this subject.

27191

Tourism and Leisure Facility Development

6cp; prerequisite(s): 27523 Leisure and Tourism Planning
Undergraduate

Examines the environment and conditions under which the development of specific tourism and leisure facilities takes place, especially within Australia. It explores the development process and role of developers and other participants such as financiers, government and communities within that process. Students will learn how to: select and analyse appropriate sites for various forms of tourism and leisure development; formulate appropriate conceptual designs for tourism and leisure developments; and assess the feasibility of tourism and leisure development proposals.

27216

Leisure Services Management

6cp; prerequisite(s): 21129 Managing People and Organisations
Undergraduate

Provides an understanding of the management issues emanating from the special nature of service industries; examines the role and importance of leisure services in a contemporary society, and the economic implications arising therefrom; and explores the different perspectives on the quality of service operations and their respective applications to leisure services.

27222

Exercise Prescription

6cp; prerequisite(s): 27173 Efficiency of Human Movement 1
Undergraduate

Examines principles related to the prescription of exercise across a wide variety of populations to achieve specific gains in strength, power, endurance and speed. Considers the areas of testing physiological function, program development and gender in exercise programming.

27226

Analysis of Motor Control

6cp; prerequisite(s): 27180 Functional Kinesiology; 91429 Physiological Bases of Human Movement
Undergraduate

Examines the structure of the motor control system, the processes underlying movement control, methods of assessing muscle and nerve function, posture and balance control, and the development of coordinated movement patterns.

27227

Current Issues in Health and Wellbeing

6cp; prerequisite(s): 27228 Human Growth and Development
Undergraduate

Examines the links between certain behavioural risk factors (e.g. smoking, high-fat diet, chronic stress) and illness and mortality; as well as between health behaviours (e.g. balanced nutrition, exercise, good sleep habits and stress reducing activities) and disease prevention and wellness. Also examines behaviour change principles and strategies for effective implementation of healthy lifestyle goals and habits.

27228

Human Growth and Development

6cp
Undergraduate

Investigates human growth and development across the lifespan. Examines the effects of age, gender and development stages on physical capacity and the effects of physical activity and health behaviours on growth and development.

27249

Performance Studies 2: Preparation for Performance (Sport)

6cp; prerequisite(s): 27149 Performance Studies 1: Motor Development (Gymnastics and Dance)
Undergraduate

Provides students with the knowledge and skills necessary to understand the development of human physical capacities, strength, power, flexibility and cardiorespiratory fitness. Competence in a range of exercise, sport and dance activities is required.

27252

The Sport Industry

6cp
Undergraduate

As the Australian sport industry becomes more complex, the number of agencies involved in the delivery of sport products and services multiplies. Examines individual agencies to determine their respective input into the sport environment and explores the relationships and interconnectedness between such groups. Assesses and analyses the impact of business, technology and the various arms of government on both mass and elite sport to provide a coordinated perspective of the sport industry.

27253

Sport in the Global Marketplace

6cp
Undergraduate

Examines similarities and differences in the production and consumption of sport in the international environment. Provides students with a critical understanding and the essential skills necessary for leaders of sport and leisure industries to prosper in a rapidly emerging global marketplace.

27306

Marketing of Leisure Services

6cp; prerequisite(s): 24108 Marketing Foundations
Undergraduate

Develops a comprehensive awareness of marketing in the leisure environment. Gives students the opportunity to develop applied skills in the construction of a marketing plan and the management of the marketing mix in the leisure industry.

27307

Sport Management

6cp; prerequisite(s): 21129 Managing People and Organisations
Undergraduate

Examines the scope and role of sport in contemporary Western societies with particular reference to Australia. Seeks to understand and account for policy development and implementation across the commercial, public and voluntary sectors. Addresses a number of professional issues surrounding contemporary trends in Australian sport.

27316**Leisure and Fitness Centre Operations**

6cp
Undergraduate

Provides students with a basic understanding of the operational requirements, issues and evaluation methods involved in leisure and fitness centre management. Of interest to those students aiming to pursue careers in sports administration and commercial leisure services.

27321**Leisure Management Project 1**

6cp; prerequisite(s): 27323 Leisure and Public Policy; corequisite(s): 27526 Leisure Theory; 27523 Leisure and Tourism Planning
Undergraduate

Together with 27322 Leisure Management Project 2, this subject is the culmination of the theoretical and professional studies stream of the BA in Leisure Management. Upon conclusion, students will be able to identify, articulate, and debate professional issues that they will confront in their future careers. Students will combine academic and management skills into consultative expertise.

27322**Leisure Management Project 2**

6cp; prerequisite(s): 27321 Leisure Management Project 1
Undergraduate

Together with 27321 Leisure Management Project 1, this subject is the culmination of the theoretical and professional studies stream of the BA in Leisure Management. Upon conclusion, students will be able to identify, articulate, and debate professional issues which they will confront in their future careers. Students will combine academic and management skills into consultative expertise.

27323**Leisure and Public Policy**

6cp
Undergraduate

Examines the rationale for government involvement in leisure, tourism, sport, the environment and the arts. Examines political ideology, power processes in the community and methods of policy analysis, including performance indicators, cost–benefit, economic impact analysis and performance appraisal.

27324**Strategic Management in Tourism**

8cp; prerequisite(s): 27648 The Tourism Industry; 21129 Managing People and Organisations or equivalent
Undergraduate

Assesses the applicability of generic management theories and concepts to various tourism industry settings. Examines the functions and levels of management in tourism industry organisations through the use of case studies. Develops in students an ability to formulate strategic plans and management strategies, particularly with respect to the provision of a given level of service quality.

27326**Leisure and Diversity**

6cp; prerequisite(s): 27126 Leisure in Australia
Undergraduate

Examines the philosophical and theoretical issues related to ‘specific populations’. Traces the historical evolution of treatment of specific populations and discusses contemporary practice. Selected specific populations (e.g. people with physical disabilities, youth at risk) are covered in detail with the focus of study on leisure lifestyle and opportunities. Students will have direct contact with specific populations through field visits.

27327**Tourism's Environmental Interactions**

6cp
Undergraduate

Examines the breadth and significance of tourism's interactions with its economic, physical, social, cultural, political and legal environments; the implications of these interactions for the development and management of tourism; contemporary environmental issues which affect tourism in Australia; and the application of basic economic and environmental evaluation techniques to tourism-related problems.

27331**Motor Learning and Control**

6cp; prerequisite(s): 27228 Human Growth and Development
Undergraduate

Examines the processes underlying skilled motor performance, how skilled performances are learnt, and how to apply the principles of skilled performance and learning in instructional settings in human movement.

27349

**Performance Studies 3: Skills Analysis
(Track and Field and Swimming)**

6cp; prerequisite(s): 27249 Performance Studies 2: Preparation for Performance (Sport); 27175 Energetics of Human Movement; 27171 Applied Kinesiology
Undergraduate

Provides students with the knowledge and skills necessary to understand biomechanical and physiological analysis procedures in sport. Competence in various swimming and track and field activities will be required.

27449

**Performance Studies 4: Skill Acquisition
(Sport)**

6cp; prerequisite(s): 27349 Performance Studies 3: Skills Analysis (Track and Field and Swimming); 27171 Applied Kinesiology
Undergraduate

Utilises a practical framework to investigate the theoretical and practical components required for the performance of four individual/team sports.

27501

Tourism, Recreation and Protected Areas 1

6cp; prerequisite(s): 27126 Leisure in Australia
Undergraduate

Covers the history and organisation of the provision of park systems in Australia and overseas; the principles and procedures of park planning, including the roles of public involvement and design; and the ability to apply the Recreation Opportunity Spectrum (ROS) in the development of a park plan of management. Students will acquire a basic understanding of the relationships between demand, supply and management in the provision of outdoor recreation opportunities; and be familiar with a number of case studies dealing with selected park and recreation management issues in Australia.

27523

Leisure and Tourism Planning

6cp
Undergraduate

Examines the various forms of planning interventions as they apply to leisure and tourism, specifically State environmental planning legislation and practice, relating to development control and environmental impact assessment; selected planning techniques, strategies and principles; and the evaluation of planning proposals, reports and practices.

27526

Leisure Theory

6cp; prerequisite(s): 27186 Leisure and Sport in Social Context; 27187 Leisure Concepts
Undergraduate

Familiarises students with a cross-section of the literature which informs different aspects of leisure theory. The literature addressed will draw from sociology, psychology, history, philosophy and leisure studies. Familiarises students with contemporary debates and issues in leisure theory, and with the relevance of the leisure theories and theorists to contemporary leisure services and provision.

27601

Tourism, Recreation and Protected Areas 2

6cp; prerequisite(s): 27501 Tourism, Recreation and Protected Areas 1
Undergraduate

Covers various systems of natural area protection in Australia and internationally, the advantages and limitations of these, and the role of recreation in natural area management. Discusses the application of systems for recreation planning in the natural environment. Undertakes an analysis of critical case studies dealing with selected issues in the recreation management of natural areas in Australia and overseas.

27608

Prevention and Care of Athletic Injuries

6cp; prerequisite(s): 27171 Applied Kinesiology
Undergraduate

Examines the management (recognition, treatment and prevention) of injuries related to sport and physical activity. Emphasis is placed on immediate recognition and on-site treatment of athletic injuries and the role of the human movement specialist in rehabilitation and prevention of athletic injuries.

27620

Leisure Studies Special Project

6cp; prerequisite(s): 27156 Research Methods 1; 27157 Research Methods 2; and approval of the Course Director
Undergraduate

Provides students with the opportunity to develop specific project-based vocational or theoretical knowledge in an area of personal interest. Open to students who have attained a credit average or above and who have demonstrated a capacity to engage in self-directed work.

27628**Law for Leisure, Sport and Tourism**

6cp; prerequisite(s): 27126 Leisure in Australia;
27648 The Tourism Industry
Undergraduate

Introduces students to legal principles and laws as they relate to leisure, sport and tourism activity and its management. Covers law as it affects the leisure participant, the tourist and the sportsperson, the leisure professional, the tourism manager and the sports administrator.

27642**Tourism Marketing**

6cp; prerequisite(s): 24108 Marketing Foundations;
27648 The Tourism Industry
Undergraduate

Identifies and describes those characteristics of personal services that impact upon the formulation of marketing strategies and tactics. Examines approaches to the design, development and delivery of tourism services; describes and discusses pricing, communication, and distribution strategy options available to tourism services marketers; identifies factors impacting upon market selection, positioning, and demand management within tourism firms; and discusses approaches to organisational design consistent with the achievement of a marketing orientation within tourism firms. The analysis of case-specific data relating to tourism industry marketing practices is a central aspect of this subject.

27643**Travel and Tourism Operations 1**

6cp; corequisite(s): 27653 Travel and Tourism
Operations 2
Undergraduate

Provides students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills associated with retail travel agency operations. Equips students with the ability to undertake tasks associated with entry level positions within the retail and associated sectors of the tourism industry.

27646**Tourist Attractions Management**

6cp; prerequisite(s): 27184 Introduction to Tourism
Systems or 27648 The Tourism Industry
Undergraduate

Examines the distinctive aspects of tourist attraction management and marketing. Examines a range of selected case studies, which in the past have included Gledswood Homestead, Manly Aquarium and the Australian Museum. Reviews the relationship between tourist attractions and inbound tour operators, coach tour operators, and local, regional and State tourist organisations. Involves a number of field visits. The course is of interest to students seeking to develop knowledge and skills relevant to the pursuit of careers in the tourist attraction area, or in tourism industry sectors which interact closely with tourist attractions.

27647**Transportation in Tourism**

6cp; prerequisite(s): 27648 The Tourism Industry
Undergraduate

Introduces students to management within the context of the carrier sector. Deals with the environmental (particularly regulatory) context in which carriers operate; general principles of transportation and transport economics; strategic planning; marketing and service delivery issues; the employment of quantitative techniques in the carrier sector; and collaborative linkages between the carrier sector and other sectors of the tourism industry.

27648**The Tourism Industry**

6cp
Undergraduate

Introduces students to the study of the tourism industry. Identifies and systematically analyses the various sectors of the industry in terms of their functional, structural, operational and interrelational attributes. Examines the nature of the interrelationships between the tourism industry and the significant environments with which it interacts. Provides students with an understanding of the specific context within which intra-industry management, and public sector policy aimed at the overall management of tourism, are practised.

27649

Ecotourism

6cp

Undergraduate

Provides students with an awareness of the philosophical and ideological bases that have led to the concept of ecotourism; an appreciation of the interrelated nature of the sociocultural, political, economic and natural environments in which ecotourism operates; an awareness of the implications ecotourism has for ecosystems; an understanding of cultural biodiversity and the effect it has on people's individual lifestyles; and an ability to understand the costs and benefits of ecotourism to society.

27653

Travel and Tourism Operations 2

6cp, corequisite(s): 27643 Travel and Tourism Operations 1

Undergraduate

Provides students with knowledge and skills associated with operational level positions within the tour wholesaler and inbound tour operator sub-sectors of the tourism industry. Describes the characteristics of both the tour wholesaler and inbound tour operator sub-sectors; identifies key resources employed in the operation of tour wholesalers and inbound tour operators; develops operational level skills associated with running both an inbound tour operator and tour wholesaler business; discusses interrelationships that exist between inbound tour operators and tour wholesalers and other sectors of the tourism industry.

27661

Hospitality Operations 1

6cp, corequisite(s): 27662 Hospitality Operations 2

Undergraduate

This subject seeks to provide students with both a general understanding of aspects of situational and descriptive geography relevant to employment in the travel and tourism industry, and knowledge and skills (e.g. basic cookery, food service skills) associated with entry level positions in the accommodation sector. Students who complete this subject and 27662 Hospitality Operations 2 are awarded a Certificate Level II in Hospitality Operations from TAFE NSW.

27662

Hospitality Operations 2

6cp, corequisite(s): 27661 Hospitality Operations 1

Undergraduate

This subject provides students with skills and knowledge relevant to operational level positions in accommodation establishments. It deals with procedures associated with the operation and management of the front office section and housekeeping departments of an accommodation establishment; procedures associated with cash control, budgeting and costing; and legal and regulatory influences on the hospitality sector. Students who complete this subject and 27661 Hospitality Operations 1 are awarded a Certificate Level II in Hospitality Operations from TAFE NSW.

27690

Honours Thesis

30cp, prerequisite(s): admission to Honours program; corequisite(s): 27941 Advanced Research Methods for Leisure and Tourism

Undergraduate

The Honours Thesis requires the student to produce a 20,000-word thesis based on an original problem of a theoretical or applied nature. The thesis is expected to demonstrate the student's competency to conceptualise, conduct and present research in a scholarly and independent manner.

27700

Sustainable Tourism Management

6cp

Postgraduate

Provides students with an awareness of significant contemporary issues arising from tourism's impacts on its economic, physical, social and cultural environments, and appropriate policy, planning and management responses to these issues. These issues form a significant part of the context in which modern tourism as a whole and specific firms within it operate

27702

Applied Leisure Theory

6cp

Postgraduate

Familiarises students with a cross-section of the literature which explains different aspects of leisure theory. The literature addressed will draw from sociology, psychology, history, philosophy and leisure studies. Students will also become familiar with contemporary debates and issues in leisure theory, and with

the relevance of the leisure theories and theorists examined to contemporary leisure services and provision.

27703

Events Management

6cp

Undergraduate

Provides students with the skills and knowledge necessary for management positions within the area of event-based tourism. Particular emphasis is placed on conferences, festivals and special events. Describes the broad characteristics of the events sub-sector of the tourism industry, and discusses the roles played by events in the development of tourist destination regions. Examines the broad functions performed by events from the perspective of communities, organisers, participants and attendees. Reviews the planning, marketing, organising and evaluation tasks associated with events.

27705

Tourism Systems

6cp

Postgraduate

Provides students with knowledge and understanding of the specific and general contexts within which management in, and management of tourism are practised. Systematically analyses the essential elements of tourism in terms of their functional, structural, operational, and interrelational attributes. Examines the nature of the interrelationships between tourism and the significant environments with which it interacts.

27706

Tourism Strategy and Operations

6cp

Postgraduate

Enables students to demonstrate a knowledge and understanding of management as a social process; the ability to analyse management theories and empirical studies and assess their applicability to various tourism industry settings and management structures; a knowledge of the functions and levels of management in tourism industry organisations; the ability to formulate management strategies and perform management functions appropriate to sectors of the travel and tourism industry; and, a knowledge and understanding of the necessary ethics and responsibilities of tourism managers in relation to external environments and publics.

27707

Applied Research Methods

6cp

Postgraduate

Covers social science research methods: project design; literature review; secondary data; observation; qualitative methods; in-depth interviewing, participant observation; and questionnaire design, sampling and survey analysis (using SPSS computer package). Assessment involves individual assignments and a group project involving three or four students and consisting of a 'live' research project, usually for a client, in an area of the students' interest.

27708

The Travel and Tourism Industry

6cp

Postgraduate

Introduces students to the study of the tourism industry. Identifies and systematically analyses the various sectors of the industry in terms of their functional, structural, operational, and interrelational attributes. Also examines the nature of the interrelationships between the tourism industry and the significant environments with which it interacts. Provides students with an understanding of the specific context within which intra-industry management, and public sector policy aimed at the overall management of tourism, are practised.

27713

Leisure Management

6cp

Postgraduate

Analyses management theories in the context of the leisure industries in the public, non-profit and voluntary sectors. Legal implications and strategies are considered in leisure industry practices with the focus on case analysis. Considers leisure management in its wider social and political context.

27714

Tourist Attractions Management

6cp

Postgraduate

Examines the distinctive aspects of tourist attraction management and marketing. Examines a range of selected case studies, which in the past have included, Gledswood Homestead, Manly Aquarium, and the Australian Museum. Reviews the relationship

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between tourist attractions and inbound tour operators, coach tour operators, and local, regional and state tourist organisations. It should be noted that this subject involves a number of field visits.

Students seeking to develop knowledge and skills relevant to the pursuit of careers in the tourist attraction area, or in tourism industry sectors which interact closely with tourist attractions, will find this subject of interest.

27715

Sport Management

6cp
Postgraduate

Explores basic management concepts as they relate to the sports environment. Examines context, structures and processes through the major themes of: background to sport administration; theories of management; strategic planning; human resource issues; and management skills and processes.

27716

Sport Marketing

6cp
Postgraduate

Examines the nature of market relations and marketing processes for sport. Focuses on the development of professional skills relevant to marketing strategies in sports management. Covers sport marketing; coordinated activities, product, price, place and promotion of sport; meeting client needs: products, programs and services in sport; selling and marketing orientations in various market sectors; market research, criteria for effective market segmentation; promotional tools – advertising, publicity, incentives; special event marketing in sport. Corporate sponsorship, fundraising, sales and public relations are also covered.

27717

Event and Facility Management

6cp
Postgraduate

Analyses the procedures necessary for the efficient management of events and facilities in the sport context. Considers planning and operational strategies, financing, supervision and evaluation, concept development and organisational structures.

27718

Sport and the Law

6cp
Postgraduate

Introduces students to legal principles and law as they relate to sport activity and its management. Considers the sportsperson and the sports manager in terms of the possible risks, duties and responsibilities within the legal system. Examines contracts, incorporation, directors' liabilities, negligence and risk management, anti-discrimination, consumer protection, and business organisation, in their relevance to sports management.

27719

Master's Study Unit

6cp
Postgraduate

Available for those students who wish to pursue a particular topic of special interest which is not covered by existing core subjects or electives. Can be pursued only with the agreement of the Course Director, who will advise on a suitable supervisor to be appointed by the Head of School, on the basis of an agreed program of work.

27720

Management Development Outdoors

6cp
Postgraduate

Students will undertake a program of experiential learning based in the outdoors to develop a range of management skills, particularly in the areas of leadership and team dynamics. The program consists of a variety of experiential tasks and challenges set in the outdoors which must be overcome through individual and team effort. Most of these problems will place participants in situations which involve certain amounts of perceived stress, uncertainty, ambiguity and risk. Facilitated discussion follows the activities.

27721

Sport Globalisation

6cp
Postgraduate

Examines the production, meaning, and consumption of sport and leisure activities across contrasting social, political, and economic systems. Develops a clear understanding of, and sensitivity to, the shared values, beliefs, attitudes, customs and traditions in potential foreign markets which are fundamental to success in the international sport industry.

27724**Health and Performance Enhancement Strategies**

6cp
Postgraduate

Provides an overview of the links between certain behavioural risks (such as smoking, high-fat diet, chronic stress) and illness and mortality; as well as between health behaviours (such as balanced nutrition, exercise, good sleep habits and stress reducing activities) and disease prevention, wellbeing and peak performance. Students will learn behaviour change principles and strategies for effective implementation of healthy lifestyle goals and habits. Topics include: psychological correlates to health behaviour and change; the impact of stress on health; stress reduction methods and techniques; cognitive-behavioural strategies applied to behaviour change (such as exercise, diet, smoking cessation, other risk or stress behaviours); and performance enhancement techniques.

27725**Applied Leadership and Strategy**

8cp
Postgraduate
Executive MBA (B078) students only

Focuses on issues of leadership and strategic thinking in a global business environment. The subject is experientially grounded and uses both computer-based simulations and outdoor problem-solving and teamwork activities as catalysts for learning. In the course of the two-day residential workshop, students will: assess business risk through an analysis of industry and competitive conditions in a global context; implement enhanced problem-solving and creative thinking techniques appropriate to workplace environments; think strategically about a company's competitive situation and future prospects; develop and revise strategies in the light of changing conditions, and understand their managerial actions in relation to a deeper understanding of personal strengths and weaknesses.

27752**Marketing for the Arts**

6cp
Postgraduate

Provides an understanding of the role of marketing in contemporary society and an understanding of the basic concepts in marketing management. Enables students to identify the particular characteristics and

skills necessary for successful arts marketing, and to be familiar with market/audience research techniques in the arts.

27753**The Arts Environment in Australia**

6cp
Postgraduate

The central premise of this subject is that art is a social product. This challenges romantic and mystical notions that represent art as 'above' society, as transcending social and historical forces. In arguing against these idealist notions this subject explores how social, political and economic factors distinguish art from a wide range of regulated cultural practices. The specific focus is on the structures of arts organisations and policy in Australia. Particular issues considered include the politics and history of public support for the arts, the formation of audiences and publics, the economic impact of the arts, the interaction of the public and private sectors and theories of culture and art.

27754**Arts Management Research Project**

6cp; prerequisite(s): at least three of the Graduate Diploma in Arts Management core subjects
Postgraduate

Provides students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design and managerial skills; encourages students to consolidate and reflect on knowledge gathered in the course and bring this to bear on a contemporary arts issue; enables students to test their capacity for self-direction and management; develops skills in writing and, if possible, publishing research in arts-related areas.

27755**Arts Organisations and Management**

6cp
Postgraduate

Develops within students a critical appreciation of management practices and organisational forms in the arts and culture industries. Examines the impact of different modes of managing and creative problem solving. Creates an awareness of behavioural issues within arts organisations, including power, control, conflict, negotiation, decision making and strategic planning. Addresses a range of contemporary issues which impact upon

222 Subject descriptions

managing within these organisations, including leadership, employment relations, cutback management, and corporatisation.

27756

Law and the Arts

6cp

Postgraduate

Considers the law as it impacts on arts managers and their clients. Examines the legal responsibilities that may be found in day-to-day practice and considers the appropriate responses. Familiarises students with those laws that they can expect to encounter in their professional life. A mock trial is held on topical areas and on issues relevant to practice.

27757

Ecotourism Planning and Management

6cp

Postgraduate

Addresses the range of management and planning issues appropriate to the operation of ecotourism in Australian society. Provides students with an understanding of key aspects of ecotourism project and operations. Explores principles and practices for commercial and public agencies that work but still include the underlying principles and ethics of ecotourism. Examines the management skills that are needed to establish a successful ecotourism project or operation. Considers issues such as ethical marketing and community relationships. Explores the context for management, planning and operation in this area such as conservation, protected area management and organisational relationships in the tourism industry.

27758

Cultural Politics: The Arts and the City

6cp

Postgraduate

Cultural policy makers have become increasingly concerned with notions of place and local identity, and are introducing strategies designed to create a sense of place and belonging, involving the work of artists, architects, planners and local communities. By focusing on the city, this subject considers the symbolic and material past, present and future of place as it has been interpreted through the arts, architecture, story-telling and popular culture and recent developments

in cultural and urban policy designed explicitly to constitute and affirm local cultural identities. Using the explanatory and methodological insights of cultural studies, this subject will give students an understanding of the negotiated nature of art and place and the complex relationships which exist between its production, consumption and representation. This knowledge will be enhanced through the study of selected case studies where students will be called upon to connect theory and practice by evaluating the contribution these spaces make to the arts and to the cultural 'life' of the city.

27759

Accounting and Finance for the Arts

6cp

Postgraduate

Gives students a basic appreciation of the role of financial management in arts administration. Some cultural bodies have difficulty delivering services to the community simply because their management is ill-equipped to balance artistic outputs within available financial resources. Lectures and workshops cover basic financial analysis and reporting, compiling charts of accounts, using personal computers to solve everyday problems and working with boards, committees and funding authorities.

27760

Leisure Management Seminar

6cp

Postgraduate

This subject is relevant to students who wish to pursue a thesis or research into specialist areas of the field of leisure studies. The subject can be used by students to shape and inform their research proposals. The specific focus of the seminar – sociology, policy, theory, etc. – will vary according to student demand.

27761

Tourism Management Seminar

6cp

Postgraduate

Allows students to pursue a detailed study of the facets of tourism in which they have a particular interest. Involves the supervised, independent development of a program of reading and analysis and preparation of a report. Furthers students' understanding of one or more elements of the tourism system.

27762**Sport Management Seminar**

6cp
Postgraduate

Examines current research in selected fields of the sport and exercise sciences and/or sport management. Considers topical research concerns, methodologies, instrumentation and related issues in the biomechanical, psychological, sociological and motor learning and control aspects of the sport and exercise sciences and/or in the area of sport management. The syllabus is organised around the interests of the students enrolled.

27763**Arts and Cultural Policy Seminar**

6cp
Postgraduate

Explores theoretical and conceptual frameworks within which to discuss and critically evaluate current and ongoing issues within the arts industry. Enables students to pursue their own research interests, which should be related to ongoing professional arts involvement, and supported through regular seminar participation. The field of cultural studies forms the basis of the subject's critical focus. Draws broadly upon sociology, social anthropology, political economy and post-structural theories with regard to art theory, and cultural formations. Encourages students to investigate a cultural object or form in relation to its audience. Content and format varies from year to year, depending on student interest.

27764**Analysis of the Olympic Games**

6cp
Postgraduate

Provides students with knowledge and understanding of the Olympic Games phenomenon in general and its impact on host cities and countries. Covers the history of the ancient Olympics; the origins and development of the modern Olympic Games; political dimensions, including examination of the Olympic Games under fascist, communist, and capitalist regimes; boycotts, terrorism and international politics; cultural, sociological and media aspects of the Games; the idea of the 'Olympism' – its origins, construction and cultural significance; social impacts of the Games in host communities; financing of the Olympic Games and their economic impact; the Games as a tourism phenomenon; political, social and

economic analysis of hallmark events (festivals and major sporting events) in general; and issues facing the Olympic Games, such as drugs, discrimination and commercialisation.

27765**Tourist Event Management**

6cp
Postgraduate

Events play a significant role in the development of tourist-destination regions, acting as, amongst other things, tourist attractions and catalysts for infrastructure development. This subject examines these roles and then addresses: the marketing, management and evaluation of meetings, festivals and other special events; the functions performed by events from the perspective of organisers and participants; the costs and benefits of events from a community viewpoint. Allows students to develop specific skills and knowledge in order to take up positions in this rapidly expanding sector of the travel and tourism industry. Individuals seeking employment in meetings and events management firms, federal, State, and local tourism organisations, with inbound tour operators, and in the accommodation sector, will find this subject of particular interest.

27766**Managing Transportation for Tourism**

6cp
Postgraduate

Examines the role of transportation in the tourism industry. Introduces the student to analytical techniques, environmental and regulatory forces and the unique characteristics of service delivery in tourism transportation. Focuses on strategic implications for tourism transportation firms.

27767**Tourist Behaviour**

6cp
Postgraduate

Examines the conceptual and methodological approaches to the study of tourist behaviour. Based on contributions from social psychology and environmental psychology with input from the other social sciences. Relates the tourist to the environments in which he or she operates. Application of the knowledge to the management of tourism is central to the subject.

27768

Arts Audience Research Methods

6cp

Postgraduate

Examines the methods, results and uses of empirical research on actual and potential arts audiences. Addresses the role of research in arts management and cultural policy, including policy studies, feasibility studies, market demand studies, and program evaluation. Develops practical skills in report writing, the use of the literature, secondary data analysis, observation, qualitative methods, and questionnaire surveys, including the use of the SPSS computer package for survey analysis.

27769

Professional Practice for Graduates

6cp

Postgraduate

Designed for those students who have limited work experience in the leisure/tourism/arts/sports industries. Provides the opportunity, through a placement, to gain such experience and to relate it to theoretical and applied learning. For those students who are already working in a relevant industry, it provides the opportunity for the student to utilise that experience in a specific way, to reflect on the experience and to relate it to theoretical and applied learning. Based on evaluation of an existing or arranged period of work experience and an individual learning contract developed in association with a supervisor.

27770

Project Preparation

6cp; prerequisite(s): 27707 Applied Research

Methods or 27768 Arts Audience Research

Methods

Postgraduate

Covers the selection of a research topic; the process of conceptualising research problems and asking research questions; reviewing the literature; selecting the appropriate research method; devising a research strategy; and preparing a research proposal. In the latter half of the semester students work with an allocated supervisor to prepare their own research proposal to be executed in the 27946 Master's Project or in the 27754 Arts Management Research Project. Assumes a basic knowledge of the range of qualitative and quantitative research methods used in leisure and tourism research and of a survey and statistical analysis package such as SPSS.

27771

Leisure and the Law

6cp

Postgraduate

Introduces students to legal principles and laws as they relate to leisure and its management. Covers law as it affects the leisure participant and leisure manager. Students will come to understand the way the law impinges on themselves as leisure professionals and on their clients – both the planners and entrepreneurs, and those 'at leisure' – the recreationists, the players and tourists.

27773

Guiding and Interpretation Management

6cp

Postgraduate

Develops students' skills as interpretative tourism guides and in understanding the management of this area of a company/agency. Focuses on the roles of leadership and small group communication to develop an understanding of the skills that are required of a guide and to manage this area. Explores interpretation and the forms it takes in areas such as heritage, museums and protected areas, to enable students to meet the needs and expectations of potential clients when operating or managing guiding. Presents environmental, outdoor and experiential education methods and techniques to develop skill in the areas of guiding and interpretation such as an understanding of ecological concepts, risk management and liability. An experiential learning approach based in a variety of settings, particularly the outdoors, will be used.

27787

Accounting Practices for Management

6cp

Postgraduate

Develops skills in the accounting recording process; introduces students to annual reports as a source of information; develops skills of analysis and interpretation of a corporation's financial position; introduces students to the goals of financial decision making, sources of finance and long-term investment decision making; examines the contemporary financial accounting and reporting environment and the accounting standards-setting process; examines the elements of cost and management accounting; and examines the elements of computer based accounting systems.

27807**Tourism Marketing**

6cp
Postgraduate

Marketing is seen as a key function in tourism management, with a growing specialist literature. This subject provides basic grounding for tourism management students. Topics include: introduction to marketing; marketing systems and their elements; tourism environments; marketing practice; and case history analysis.

27808**Travel and Tourism Law**

6cp
Postgraduate

Conveys basic knowledge and understanding of general legal principles and processes that affect business activities in Australia; and assists students to demonstrate knowledge and understanding of laws and regulations which have particular significance for the tourism industry, and recognise legal obligations in management contexts in the tourism industry. Topics include contracts, travel brochures, tour packages, international conventions, travel agents act, loss of enjoyment, risk management, incorporation, consumer protection, and trade practices.

27809**Leisure Studies Project**

6cp
Postgraduate

Provides students with the opportunity to undertake a substantial applied research project through which they may develop and test their project design, managerial and analytical skills.

27811**Cultural Tourism**

6cp
Postgraduate

Explores the shifting meanings of culture in the history of tourism; and examines the idea of contemporary tourism as a culture industry i.e. an industry where cultural forms, processes, artefacts and spectacles are exchanged, consumed or experienced in various ways. Explores the major traditions of analysis of cultural tourism: the sociological, anthropological and semiotic perspectives, specifically in terms of their value in making a critical evaluation of the cultural dimensions of tourism. Applies the major theoretical debates

and concepts to a series of Australian case studies. Examines the possibilities for sustainable tourism, that is: regionally and culturally appropriate and non-exploitative tourism.

27915**Applied Studies A**

2cp
Postgraduate

Students complete a contract in advance with the Program Coordinator undertaking to complete a project requiring 50 hours of work (2cp) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a fieldsetting.

27925**Applied Studies B**

4cp
Postgraduate

Students complete a contract in advance with the Program Coordinator undertaking to complete a project requiring 100 hours of work (4cp) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

27935**Applied Studies C**

6cp
Postgraduate

Students complete a contract in advance with the Program Coordinator undertaking to complete a project requiring 150 hours of work (6cp) during the semester. The project work allows students to extend their knowledge of the field of leisure studies, apply general knowledge and skills to the field of leisure and recreation, and/or practise professional skills in a field setting.

27941**Advanced Research Methods for Leisure and Tourism**

6cp
Postgraduate

Assumes a basic knowledge of the range of qualitative and quantitative research methods used in leisure and tourism research and of a survey and statistical analysis package such as SPSS. Covers two areas: conceptual/

theoretical/qualitative and quantitative. The first of these addresses the nature of social science research and its relationship to policy and the development of knowledge and the conceptualisation and design of research projects. The quantitative part involves the application of statistical methods and exploration of the more advanced capabilities of the SPSS package.

27943

Sociology of Leisure

6cp

Postgraduate

For students who seek to pursue a thesis or do research in the sociology of leisure or cultural studies applied to leisure. Draws selectively from the sociology of leisure literature and identifies contemporary debates and developments. Focuses on one or two theorists in detail. Moves into the work of broader social theorists such as Simmel, Freud, Barthes, Foucault or Lyotard and examines the way in which their more general social theory can be used to understand aspects of leisure.

27945

Leisure and Tourism Futures

6cp

Postgraduate

This subject examines forecasting techniques and their application to leisure and tourism, and their use to examine alternative social, political and environmental futures and their implications for leisure and tourism. It examines influences on the future of leisure and tourism, including demographic change, national and international income growth, technological change, post-industrialisation, leisure time, fashion/taste, environmental factors, political perspectives and the role of public and private sector leisure/tourism organisations.

27946

Master's Project

6cp; prerequisite(s): 27707 Applied Research

Methods; 27770 Project Preparation

Postgraduate

It is expected that this Project will result in a project report approximately 10,000 words in length. The Project can be theoretical or applied in nature and could therefore be based entirely on reading of published material or it could involve collation and interpretation

of secondary data or a limited collection of primary data. The Project is not expected to advance knowledge but is expected to demonstrate the student's familiarity with relevant theory, ideas and literature, and to present evidence of powers of reasoned exposition, logical structuring of arguments and scholarly presentation.

279470

MA Thesis

36cp

Postgraduate

Students will be required to complete a thesis, which is considered to involve an amount of study equivalent to six 150-semester-hour taught subjects. It is expected that the length of the thesis will normally be in the range of 20,000–30,000 words. The thesis is expected to present original research of a theoretical or applied nature. It will not be expected to advance knowledge, as is required in the case of a PhD thesis, but it should give evidence of the student's ability to engage in a substantial investigation, identify and analyse research problems, and present the results in a coherent and scholarly manner.

28701

Business and the Changing Environment

6cp

Postgraduate

For MBA (Mandarin International) students only

An introductory subject for students who have not undertaken previous business studies it should be undertaken in the first semester. Examines current and potential environmental changes which can influence the conduct of business, particularly in the Asia–Pacific region. Specifically addresses the major currents of change which are likely to affect the way businesses are managed in the future; business strategies for coping with these changes; the need for multidisciplinary skills in problem solving; and for the creation of new possibilities and alternatives in business. The subject is presented over five full days, split into two modules of three and two days each. The first module is conducted before the commencement date of formal lectures in each semester.

28790**Business Consultative Project**

6cp; prerequisite(s): all core subjects of the MBA program
Postgraduate

Provides the opportunity for in-depth, hands-on application of the MBA curriculum. Student groups acting as management consultants choose a project within a business unit, review its activities, diagnose problems and make recommendations. These studies may focus on functionally oriented projects such as financial analysis; specific industries such as biotechnology or assignments such as entrepreneurship centred on small and medium enterprise (SME) clusters.

30103–36048¹**Work-based Project**

0–18cp: Graduate Certificate in Business (BW80);
6–36cp: Graduate Diploma in Business (BW81);
12–48cp: Master of Business (BW82);
prerequisite(s): 21845 Program Planning
Postgraduate – Work-based Learning awards only

Work-based Projects are a mandatory for completion of the Work-based Learning Graduate Diploma in Business and Master of Business. They aim to enhance developmental learning through work by integrating research activities with relevant work assignments, and evolving solutions to issues or problems specific to the participant's workplace. Work-based Projects aim to encourage research-focused professional practice and the deepening of learning through, and for, work in a variety of ways by, for example, introducing workplace innovation, furthering organisational goals, evaluating and reengineering existing workplace practices or developing particular organisational capabilities.

¹ Actual subject number dependent on credit points awarded for work-based project.

36002–36048¹**Recognised Current Capability**

0–15cp: Graduate Certificate in Business (BW80);
0–30cp: Graduate Diploma in Business (BW81);
0–48cp: Master of Business (BW82); corequisite:
21845 Program Planning
Postgraduate – Work-Based Learning awards only

The purpose of this component of the Work-based Learning award is to enable course participants to develop a claim for academic credit, for learning they have acquired through the performance of work, which is relevant to their negotiated award program. It enables those who have accumulated significant learning through their experiences of work to reflect upon those experiences and to develop a professional portfolio, presenting a coherent and demonstrable case for their learning achievements. The portfolio is developed in consultation with a UTS academic adviser during the Program Planning process.

¹ Actual subject number dependent on credit points awarded for portfolio.

SUBJECTS OFFERED BY OTHER FACULTIES

013205

Adult Communication Management and Teamwork

6cp
Postgraduate

In this subject, the adult communication management perspective is used to examine applied theory and research on developing a team-focused, contemporary organisation. In particular, team leadership and strategies for building and maintaining best performing teams are investigated.

013206

Adult Communication Management and Organisational Frames

6cp
Postgraduate

In this subject, the adult communication management perspective is used to examine the applicability of a select number of organisational frames for mapping and transforming the culture of human systems. In particular, variables influencing the successful implementation of specific frames for organisational design and analysis are investigated.

013332

Understanding Adult Education and Training

6cp
Postgraduate

The subject aims to assist adult educators to think more clearly about their work and to act on it more effectively. The subject begins with an exploration of students' practical theories and conceptual frameworks. Students are then introduced to a variety of theories relating to the core activities of teaching, group work, learning facilitation, program design and evaluation, policy formation and implementation. The subject also examines debates related to such significant contemporary issues as the relationship of adult education and workplace change, and the mass media as a force for propaganda or education. The subject enables students to make the transition to postgraduate study by providing them with opportunities to write in both experiential and scholarly ways.

013333

Adult Learning and Program Development

6cp
Postgraduate

This subject allows students to explore the skills needed to become competent in designing and facilitating adult learning experiences and to become familiar with significant literature in this area. It provides an introduction to the areas of adult learning and program development for students with no previous academic experience in these areas.

013337

Managing Change in Organisations

6cp
Postgraduate

This subject enables teachers, trainers and managers in a range of educational contexts to manage the change process in education more efficiently and effectively. Practice-based research on effective management of program change and on how best to develop a workplace supportive of continuous improvement and innovation is outlined, illustrated and tested. The attributes of effective change leaders are discussed and the implications for students identified. The subject addresses the urgent need to enhance educators' capability to manage the relentless demands for change now faced by all educational institutions and groups across Australia.

013339

Skills, Technology and Workplace Learning

6cp
Postgraduate

This subject examines a number of issues relating to the links between skill formation and changing workplace technologies. Specific focuses include changing skill requirements, the social dimension of skill, factors that influence choices about technology and ways in which technology is used to control us to facilitate learning.

013343

Adult Communication Management and Interpersonal Relations

6cp
Postgraduate

In this subject, participants develop their ability to apply the adult communication management conceptual framework to professional practice. Particular attention is

given to core abilities: language; nonverbal communication; listening; assertiveness; and intercultural communication competence.

013344

Adult Communication Management and Organisational Development

6cp
Postgraduate

In this subject, the adult communication management perspective is used to examine applied theory and research on management practices and organisational development strategies. In particular, the various roles of the communication manager in learning organisations and systems are investigated.

013363

Supporting Workplace Learning and Reform

6cp
Postgraduate

This subject examines the process by which an enterprise becomes more like a learning organisation against a backdrop of the current industry and enterprise reform agenda. It introduces a number of conceptual shifts that need to occur in areas like work organisation, employee relations and training in order to move in the direction of a learning organisation.

013367

Cultural Diversity in the Workplace: Management and Learning

6cp
Postgraduate

Cultural diversity is a critical issue in the contemporary workplace. This is in part due to the rapid pace of globalisation and the increasing local demographic diversity as a result of immigration and a more fluid international labour market. At the same time the restructuring of work puts a greater emphasis on culture as a management concept. This subject examines the consequences of these changes for workplace learning whether located in educational institutions or in the workplace.

013706

e-Learning Experiences, Models and Theories I

6cp
Postgraduate

This subject immerses students, as learners in a learning community, in a small set of carefully chosen e-Learning contexts, of which a featured example is UTSOnline. By using these contexts to cater for students' diverse needs and interests in e-Learning itself, students' sensitivities to the potency of these media for learning are sharpened. As well, their understanding of problem-oriented approaches to learning (a key set of strategies within this suite of e-Learning subjects and courses) is developed. Particular emphasis is placed on understanding the nature and educational significance of e-Learning communities. Students attain a basic level of technological fluency by using e-Learning approaches to enhance their understanding of aspects of this new field; and they develop their critical appreciation of the worth of e-Learning approaches, from the perspectives of an individual learner and an active member of a learning community. They will use their experience of e-Learning, together with their reading and discussion in this subject, to begin to distil educational models and theories for testing and use later in the course.

013707

e-Learning Experiences, Models and Theories II

6cp; corequisite(s): 013706 e-Learning Experiences, Models and Theories I
Postgraduate

In this subject students reflect on their continuing experience of a range of e-Learning systems, including a variety of innovative e-Learning contexts developed here at UTS and elsewhere. They develop their confidence in recognising, describing and analysing learning and hence the learning models and theories implicit in the design and operation of these contexts. e-Learning systems in which students can learn about learning are integral to theorising learning in this subject. Consistent with the problem-oriented approach being taken here, students consider e-Learning contexts as solutions to educational problems or challenges. Particular emphasis is placed on developing students' understanding of current, leading-edge thinking about learning and exploring its worth for distilling models

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and theories of e-Learning. As well, students develop their insights into such salient e-Learning design parameters as assessment and evaluation. In these ways, this subject aims at an even deeper level of technological fluency: understanding e-Learning systems through the educational principles that underpin their design.

013708

e-Learning Technologies

6cp; prerequisite[s]: 013706 e-Learning Experiences, Models and Theories I; 013707 e-Learning Experiences, Models and Theories II
Postgraduate

In this subject, students engage with selected problem-oriented scenarios, chosen to fit with their needs and experiences, in which actual learning problems are presented, and which have led to the development of particular e-Learning contexts. By considering steps, both actual and possible, towards the solution of these learning problems, students develop a basic understanding of a range of e-Learning technologies, equipping them to take an informed part in interdisciplinary e-Learning design teams. As a central part of their experience in this subject, students are introduced to and develop a basic familiarity with a selected range of technical solutions that are possible for a variety of educational problems. So, students' technological fluency is further developed in this subject through their consideration of the technological principles implicit in e-Learning systems.

015002

Adult Teaching and Learning

6cp
Undergraduate

This subject introduces participants to the major schools of teaching and learning theory that inform the practice of adult education in its major forms in Australia. It examines a number of key practitioners and theorists who have contributed to, or are identified with, the various schools.

015003

Portfolio Development

6cp
Undergraduate

This subject is designed to provide participants with the knowledge and skills to identify, document and present their prior and current learning in a portfolio. This subject,

while providing participants with a tangible record of their personal learning achievements, models the process of portfolio development that is now a common feature of monitoring and recording workplace learning in organisational contexts.

015004

Communication and Learning

6cp; prerequisite[s]: 015001 Language, Culture and Communication (or equivalent)
Undergraduate

This subject focuses on the professional development of students as communicators in organisations. It is designed to develop and extend students' language and cultural knowledge and skills by focusing on the spoken and written communication necessary for students to become effective members of organisations. The main emphasis is on communication in the learning context; the presentation of the subject therefore reflects the view of learning as a process in a problem-solving environment such as an organisation.

015006

Program Development and Needs Analysis

6cp
Undergraduate

This subject aims to provide participants with the knowledge and skills to develop and implement adult education and training programs in the context of the contemporary education and training environment. It enables students to critically evaluate these processes within the context of teaching and learning.

015007

Adult Learning in Social Context

6cp
Undergraduate

This core subject aims to assist the educator of adults to understand how adult learning is shaped by social context, and to understand and respond appropriately to social influences on their professional practice. Context is examined at different levels of the group, the organisation, community and society, introducing the participant to a range of social theories and perspectives.

015009**Analysing Current Issues in Australian Education**

6cp
Undergraduate

This subject examines key issues that impact on adult learning in the contemporary Australian context. It is designed to give an overview of the relationship of these issues to developments in the wider Australian society. Participants will critically analyse these issues in terms of current educational and economic policies and their impact on educational practices and contemporary debates.

015011**Research and Inquiry**

6cp
Undergraduate

The subject offers a range of perspectives on research from the contexts of adult and workplace education. It deals with a range of different types of research (formal, policy-related and informal) and illustrates different research paradigms and perspectives. It also forms one pathway to a research-based Honours year. The subject extends the participant's ability to evaluate current research and to reflect critically upon their practice by developing their understanding of research and inquiry processes.

015018**Workplace Practicum**

6cp
Undergraduate

This subject draws on theoretical principles and practical skills considered in other subjects to further develop practical HRD skills. A major component of this subject is the requirement for students to successfully complete an observed practicum conducted in their workplace working with a group of trainees/staff members. Students develop skills in reflecting on and critically analysing aspect of their own practice and enhance their own skills in and understandings of the nature of effective HRD practice.

015021**Adult Teaching Practices 1**

6cp
Undergraduate

This subject draws on the theoretical principles explored in core subjects to develop the practical teaching and facilitation skills of participants in their roles as community educators.

015022**Human Resource Development Practices**

6cp
Undergraduate

This subject extends students' understanding of the theoretical principles which inform human resource development practice. It allows participants to apply their understandings and develop their practical training, development and facilitation skills. The relationship of teaching to learning is explored in the context of participants' concurrent role in the workplace and as teachers and learners.

015033**Program Planning in Community Settings**

6cp
Undergraduate

This subject introduces students working in community settings to the practice of planning strategies and programs to help people learn. Students study various methods for identifying education needs in community settings and a wide range of possible teaching and learning strategies. Emphasis is placed on helping students make informed decisions about choosing an appropriate combination of needs-analysis techniques and teaching and learning strategies. This subject has a focus on practice and is a stepping stone to the more theoretical core subject Program Development.

015034**Program Delivery and Evaluation**

6cp
Undergraduate

This subject provides the opportunity for students to examine and apply models of program delivery to their own workplace. Through workplace activities and negotiated learning tasks, students develop competence in implementing, managing and evaluating training programs.

015054

Organisational Learning: An Experiential Approach

6cp

Undergraduate

This subject is the 'capstone' subject for the HRD strand of the Bachelor of Education. As such, it provides an interactive learning environment, using a structured simulation to represent a hypothetical organisational setting within which students work together to develop an understanding of the forces at work within groups and organisations. It provides resources for learning about professional development and organisational learning interventions to support and sustain continuous improvement and lifelong learning.

015066

Leading and Facilitating Change

6cp

Undergraduate

This subject is designed to provide the knowledge, skills and attributes necessary for adult educators to monitor and facilitate changes in their own organisations. There is a focus on how theories, models and current research about change management impact on the participants' field of practice.

015107

Individualised Project B

4cp

Undergraduate

Individualised projects are delivered through the learning contract method. A learning contract is a structured method whereby each participant in consultation with a staff adviser designs and implements manageable learning activities. The emphasis is on making the activity relevant to those professional and personal needs of the participant which are consistent with the aims of the course.

015110

Aboriginal Cultures and Philosophies

8cp

Undergraduate

This subject introduces participants to Aboriginal culture and social organisation as expressions of Aboriginal cosmology. Contemporary Aboriginal culture is presented as an evolving response to colonialism and as an assertion of cultural empowerment.

015111

Issues in Aboriginal Education

8cp; prerequisite(s): 015110 Aboriginal Cultures and Philosophies

Undergraduate

This subject provides opportunities for participants to develop a critical understanding of a range of issues concerning Aboriginal education. It explores the historical background and contemporary factors affecting Aboriginal education.

015112

Aboriginal Initiatives in Education: Towards Community Control

8cp; prerequisite(s): 015111 Issues in Aboriginal Education

Undergraduate

This subject provides opportunities for participants to critically explore Aboriginal initiatives in education. The major thrust of this subject is carried out by field visits and each participant completes an extended internship.

015113

Teaching Aboriginal Studies

8cp

Undergraduate

This subject provides an opportunity for students to become competent teachers of Aboriginal studies in a practical hands-on way. This subject explores a number of ways of translating social content in learnable/teachable episodes.

015141

Human Resource Development Strategies

6cp

Undergraduate

This subject examines the diversity of practices that contribute to effective human resource development in organisational settings. It extends students' skills in developing practical, targeted, human resource development strategies which are appropriate for individual, team and organisational development. It also introduces concepts of learner and performance assessment.

015162**Competency Assessment in the Workplace**

6cp
Undergraduate

This subject aims to provide participants with the knowledge and skills to develop and implement workplace assessment strategies in order to measure both the achievement of learning outcomes and competent performance in the workplace.

015189**Adult Teaching Practices 2**

6cp
Undergraduate

In this subject, the relationship of teaching to learning is explored in the contexts of participants' concurrent roles in the workplace and as teachers and learners. This relationship is explored in one-to-one and group learning events.

015198**Individualised Project A**

4cp
Undergraduate

Individualised projects are delivered through the learning contract method. A learning contract is a structured method whereby each participant in consultation with a staff adviser designs and implements manageable learning activities. The emphasis is on making the activity relevant to those professional and personal needs of the participant which are consistent with the aims of the course.

015395**Aboriginal Social and Political History**

8cp; prerequisite(s): 015110 Aboriginal Cultures and Philosophies

This subject is a campus-wide elective. It examines and analyses the impact of colonialism on indigenous people, with particular reference to the Aboriginal inhabitants of this region. The emergence of Aboriginal social and political movements is presented as the basis for repossession of traditional heritages in land and culture.

023001**Psychology of Secondary Students**

3cp
Postgraduate

The aim of this subject is to provide students with: an understanding of the principles and patterns of human growth and development in the secondary school years; a knowledge of types of learning and their interaction with teaching approaches; and a knowledge of effective ways of interacting with students.

023002**Meeting Special Needs in the Secondary School**

3cp
Postgraduate

The aim of this subject is to provide students with: effective ways of interacting with students; strategies for identifying students with learning or behavioural difficulties; knowledge of how secondary school teachers can meet the challenges presented by students with special needs, including those with learning or behavioural difficulties, and gifted and talented students; and an understanding of the educational issues relevant to the use of alternative curricula and learning contexts, including alternate pathways in post-compulsory education.

023003**The Secondary School: Social Bases and Critical Issues**

4cp
Postgraduate

This subject consists of two strands which together enable students to investigate the sociological and philosophical dimensions of secondary education. In the Social Bases strand students explore social theories which seek to explain the social forces shaping schools and classrooms and the ways in which school and society interacts in the Australian context. They also investigate how social characteristics influence the educational outcomes of certain social groups and current policies and programs which address these influences. In the Critical Issues strand students begin to clarify their own educational philosophy. They do this by analysing and evaluating a range of positions on critical educational issues which confront secondary educators at the present time. From this they determine their own stance on these issues and identify how this will impact on their professional practice.

023191

Secondary Practicum 1

12cp; corequisite(s): 027001 Learning in PDHPE or 028001 Learning in Science or 025001 Learning in Mathematics or 021001 Learning in TAS
Postgraduate

This subject introduces students to professional practice in the secondary school by combining the theory and practice necessary for effective practitioners. It enables students to examine skills, understandings, procedures and policy issues which are essential for effective practice. The subject further assists students in combining the knowledge and insights which are provided by their experiences in the other subjects undertaken in the program.

023192

Secondary Practicum 2

12cp; prerequisite(s): 023191 Secondary Practicum 1; corequisite(s): 027001 Learning in Personal Development, Health and Physical Education or 028002 Learning in Science 2; 025001 Learning in Mathematics; 021001 Learning in Technological and Applied Studies
Postgraduate

This subject prepares students for implementing current developments in learning and teaching by addressing a range of policy issues and their implications for professional practice. An emphasis is placed on the development of professional commitment and its implications for lifelong learning. Further integration of theory and practice occurs as students engage in and reflect upon their school-based practice.

027001

Learning in Personal Development, Health and Physical Education

14cp
Postgraduate

This two-semester subject provides students with the opportunity to examine relevant school syllabuses and policies and apply these documents in their preparation of programs and lessons. It develops students' professional understanding and skills and encourages them to develop as reflective practitioners by providing models of teaching excellence. The subject comprises compulsory modules which enhance students' ability to teach PDHPE.

12511

Building Technology and Regulation

6cp
Postgraduate

In this subject students undertake a critical examination of building structure, cladding and service systems for a range of building types. The subject covers the following topics: maintenance, life cycle costing and energy efficiency; purpose and application of building regulations; and interpretation of building documentation in the context of property development and management processes.

12515

Property Life Cycle

6cp
Postgraduate

A strategic and responsible approach to management of property assets requires the ability to understand and respond to economic and social influences which affect the performance of property through a life cycle which begins with raw land and includes development, management and redevelopment. Marketing and effective property management techniques are examined in this subject as responses to changing economic and social forces in the strategic management of property assets.

12518

Property Transactions

6cp
Postgraduate

This subject looks at the following topics: the nature of the ownership of personal property including intellectual property; the nature of ownership of real property including the related concepts of title, leases, mortgages and conveyancing transactions, options to purchase; an overview of the law of contract with emphasis on construction industry contracts and joint venture agreements; the law of negligence including liability for negligently given advice or certification, the operation of the statute of limitations; and the manner in which local government building, planning and subdivision approvals are given including the mechanisms for appeal to the Land and Environment Court.

125240**Property Development (Extended)**

6cp

Postgraduate

This subject provides a framework, tools, techniques and practical approaches for individuals and organisations involved in property development. Material covered includes strategic planning; introduction to project management of property developments; team formation, development and management; project initiation, planning, procurement and completion; the property development process; organisational structure and culture; human resource management; industrial relations; characteristics and needs of different property development types. This subject comprises the lecture/seminar material as for 12524 Property Development (4cp) with the addition of a further item of assessment related to the objectives of the subject to be negotiated to address specific interests of the student.

12525**Property Analysis 1**

6cp

Postgraduate

In this subject students study the following: general accounting principles; capital budgeting techniques; discounted cash-flow analysis; risk analysis techniques; interest rate theory and discount rates; traditional and contemporary principles and methods of valuation, advanced capitalisation and other valuation methods; valuation of different classes of property; and sources of finance. A basic knowledge of a spreadsheet program such as Microsoft Excel is assumed. Students will need to bring a financial calculator to class.

12535**Property Analysis 2**

6cp

Postgraduate

This subject covers the following topics: site identification and analysis; financial feasibility analysis for both residential and nonresidential properties; estimation of development feasibility components; sensitivity and risk analysis; preparation of development business plans and finance proposals; investment market and portfolio analysis; property investment portfolio management including impact of economic size, market constraints, physical constraints, maintenance of market

position, reappraisal and culling; risk exposure, profiles, gearing and management; current issues in property and non-property asset investment; and the use of basic computer applications.

16352**Valuation Methodology**

8cp

Undergraduate

This subject is an in-depth study of the role, functions and obligations of the valuation profession. Areas studied include the following: methods of valuation; time value of money; measures of rates of return; resumption and acquisition values; the use of statistical analyses in valuation practice. Practical studies and field work are included as part of the requirements for this subject. Part-time students may be exempted from this practical studies component.

16554**Urban Economics**

8cp

Undergraduate

This subject covers economic theories of land use including location theory, urbanisation, demographics of cities, role of levels of government, urban services, privatisation, urban problems, urban renewal and decentralisation.

16751**International Property Investment**

8cp

Undergraduate

The subject analyses the globalisation of real estate markets and examines the factors that determine such foreign investment. Particular focus is on the Australian and the Asia Pacific property markets.

17101**Project Process 1**

6cp

Postgraduate

This subject is an introduction to, and overview of, generic project management. It covers the following topics: characteristics of projects and project management; generic project phases and life cycles; an introduction to project management processes; the context of project management; and teams and teamwork in project management.

17105

Industry-specific Project Process 1

6cp

Postgraduate

Each subject in this strand presents a project management case study for a specific industry or project type. Industry-specific project processes and practices are examined and critically evaluated and compared with generic process models. Building and construction industry projects form the basis of one subject in this strand. Other specific industries and project types which may be examined in a subject in this strand, are as follows: information technology, 'soft' projects such as research and development; change management or organisation change; and product development.

171200

Heritage and Development (Extended)

6cp

Postgraduate

This subject is centred on the development of sites of heritage significance, including both statutory and strategic planning issues and practice and alternative solutions and approaches to the development of historic buildings and precincts. It also covers the evaluation of the statutory and community processes involved in heritage issues. This subject comprises the lecture/seminar material as for 17120 Heritage and Development (4cp) with the addition of a further item of assessment related to the objectives of the subject to be negotiated to address specific interests of the student.

17201

Project Process 2

6cp

Postgraduate

This subject examines the first, or initiation and concept phase, of a four-phase generic project process or life cycle. It covers the following topics: stakeholder identification; identification of needs and opportunities; internal and external factors affecting projects; project appraisal; project objectives and performance measures; generation and analysis of options; feasibility studies and sensitivity analysis; initial project time, cost, risk and quality plans; testing and approvals; and assessment of process capability.

17205

Industry-specific Project Process 2

6cp

Postgraduate

Each subject in this strand presents a project management case study for a specific industry or project type. Industry-specific project processes and practices are examined and critically evaluated and compared with generic process models. Building and construction industry projects form the basis of one subject in this strand. Other specific industries and project types which may be examined in a subject in this strand, are as follows: information technology, 'soft' projects such as research and development; change management or organisation change; and product development.

17301

Project Process 3

6cp

Postgraduate

This subject examines the second, or planning and development phase, of a four-phase generic project process or life cycle. It covers the following topics: project scope management; project scheduling; development of project budgets; project quality management; project organisation and resourcing; project communication planning; project risk management; project documentation; change management; asset management; and value management.

17305

Project Technologies 1

6cp

Postgraduate

Each subject in this strand covers, in more depth than is possible in other parts of the course, one or more project management topics which may be drawn from the following: the latest research and development in project management; managing project interfaces; project human resource management; project organisation; project leadership; risk management; project information management; advanced project cost and scheduling; value engineering and management; risk management; quality management and quality assurance; financial management; marketing; projects and the environment.

17401**Project Process 4**

6cp
Postgraduate

This subject examines the third (implementation) and fourth (completion) phases of a four-phase generic project process or life cycle. It covers the following topics: management of internal and external project environments; management of stakeholder relationships, project scope and change control; project time and cost control; quality control and quality assurance; management of project human resources; project information management; contract management; conflict management; project commissioning and handover; post-project evaluation; and continuous improvement.

17405**Project Technologies 2**

6cp
Postgraduate

Each subject in this strand covers, in more depth than is possible in other parts of the course, one or more project management topics which may be drawn from the following: the latest research and development in project management; managing project interfaces; project human resource management; project organisation; project leadership; risk management; project information management; advanced project cost and scheduling; value engineering and management; risk management; quality management and quality assurance; financial management; marketing; projects and the environment.

17517**Research Methodology**

4cp
Postgraduate

This subject covers research methods and includes a study of the research process, research design, sampling, and estimation of sample size. Students study computer applications, with an introduction to computer analysis using the SPSS-X package. Students also study statistical methodology, which incorporates elementary statistical analysis, with emphasis on non-parametric statistics. Theory generation is also part of the subject.

17540**Facility Economics**

24cp
Postgraduate

This subject explores issues affecting the economic evaluation and operation of existing built facilities in the context of improved business performance and worker productivity. It includes an understanding of facility strategies, organisational responsibilities and appropriate decision-making tools. Specific areas of focus include computer-aided facility management, risk-analysis techniques, maintenance planning and value-adding methodologies.

17550**Environmental Economics**

24cp
Postgraduate

This subject explores issues affecting the interaction between economic development and environmental protection. It includes an understanding of the importance of ecologically sustainable development and the provision of strategic advice on the most effective use of resources over a project's life cycle. Advanced selection criteria and a methodology for the measurement of sustainability are discussed in the context of political, legal, ecological and societal considerations.

17560**Research Project**

24cp
Postgraduate

This subject comprises the preparation and submission of a dissertation concerning the detailed study of an individual topic related to the field of facility economics. Research methodology and use of quantitative analysis are part of the course content. The dissertation shall involve identification of a problem, a thorough literature review of the topic and development of a solution based on a selected research methodology. The recommended solution should make a contribution to existing knowledge in the field.

17701

Environment and Control

6cp

Postgraduate

This subject covers the following topics: property development and statutory control processes, including both statutory and strategic planning issues and practice; alternative solutions and approaches to environmental issues and sustainable development; community consultation and dispute resolution; and communication of strategic advice to stakeholders on environmental issues.

17703

Property Taxation

4cp

Postgraduate

This subject involves the following: the analysis of various forms of taxation relating to property holdings and property investment; income tax, capital gains taxation, depreciation allowances, land tax and stamp duties; taxation of trusts; negative gearing and alternative forms of taxation and their likely impacts on the property industry.

17704

Advanced Property Finance

6cp

Postgraduate

This subject covers the following topics: sources and types of finance available for various property developments; debt versus equity; specialised financing techniques, including hybrids, long-term and offshore finance; project finance; and evaluation techniques and risk management.

17705

Contemporary Issues in Property

6cp

Postgraduate

The content and topics of this subject will vary from year to year, depending on the topicality of particular issues. The subject aims to present students with an advanced understanding of current issues affecting the property industry. Specialists from both academic and industry backgrounds will present and discuss issues.

17706

Research Project – Master in Property Development

18cp

Postgraduate

In this subject students undertake a detailed, in-depth and supervised study of an individual topic related to the field of land economics. They prepare and submit a 25,000-word thesis which will comprise identification of a problem, a thorough literature review of the topic and development of a solution based on a selected research methodology. The work should make a contribution to existing knowledge in the field.

31140

Introduction to Computer Graphics

6cp; prerequisite(s): 31425 Principles of Software Development B; 31429 Procedural Programming

This subject provides a thorough introduction to the computer representation, manipulation and display of pictorial information. Topics covered include: passive and interactive graphics; hardware devices and programming; mathematical tools for two- and three-dimensional graphics; two- and three-dimensional graphics and algorithms; graphics standards; human-computer interaction and graphical design; and application areas of computer graphics.

31414

Information Systems

6cp

This subject deals with information systems in their organisational context.

The effects of information systems on society, organisations and individuals are discussed. Examples from typical organisations are used to illustrate information systems concepts. Techniques for analysing and describing user requirements are introduced.

Throughout the subject there is an emphasis on human activities, the importance of the user in the analysis phase and the usability of systems. Another theme is communication skills, i.e. the ability of the analyst and designer of an information system to interview, write reports and manuals, design efficient and effective interfaces and communicate their design ideas to others.

31424**Systems Modelling**

6cp

This subject introduces information system concepts, including their static and dynamic components. It describes how these concepts can be used to model information systems to correctly capture their structure and needs. It outlines how the ability to capture information about the system in ways understood by its eventual users will improve the final quality of the system.

The subject introduces analysis using various approaches found in contemporary system development, including object-oriented methods, data flow diagrams and Entity-Relationship modelling, and describes the relationships between these techniques and their application.

31429**Procedural Programming**

6cp; prerequisite(s): 31415 Principles of Software Development A

This subject deals with top-down structured program design techniques and their application to the development of commercial programming applications. Emphasis is on the quality and useability of the resultant systems. Debugging and testing skills are developed. The language used is C.

31434**Database Design**

6cp; prerequisite(s): 31424 Systems Modelling

This subject introduces the students to basic database design and implementation concepts. Database design techniques, including relational design and E-R analysis, are presented. Database programming using SQL is covered in lectures and supported by practical exercises. Object database and distributed database concepts are introduced.

31443**Distributed Databases and Client/Server Computing**

6cp; prerequisite(s): 31434 Database Design

This subject introduces the students to basic distributed databases and client/server concepts. The classical approach to distributed databases is described in detail, and supported with both theoretical and practical exercises. Modern client/server and database server techniques are introduced.

31508**Programming Fundamentals**

6cp

Students learn programming concepts, and learn to write medium-sized programs in an object-oriented language.

31509**Computer Fundamentals**

6cp

This subject introduces students to the internal organisation and operation of computer systems. The functions, characteristics and interrelationships of the hardware components of computer systems are studied. Other topics include binary arithmetic, data representation, digital logic, and data transmission. This subject provides a sound basis for understanding how computer hardware supports higher-level software constructions.

31510**Operating Systems**

6cp; prerequisite(s): 31429 Procedural Programming

This subject introduces students to modern operating systems, and shows how the systems support applications programs.

31511**Systems Design**

6cp; prerequisite(s): 31424 Systems Modelling

This subject focuses on the user and business aspects of systems design. User interface issues cover dialogue, screen, report and forms design, as well as designing and writing user documentation. Integration with business environment includes business procedures, security, control and implementation. A variety of design and implementation strategies are introduced, such as prototyping and CASE tools.

31516**Networking Fundamentals**

6cp

Computer networks have taken a major role in many modern organisations and business enterprises, and indeed, in everyday life. This subject introduces students to the fundamentals of data communications and computer networks, and imparts an understanding of the principles and practices of computer networking. The core set of protocols employed on the global Internet, TCP/IP, is studied, and students learn the mechanisms of the support

which networks provide to net-based application programs.

Taken by itself, this subject provides a 'breadth first' introduction to networking. As part of a networking sub-major, this subject provides a firm foundation for other subjects that deal with distributed applications and networked organisations.

31603

3D Computer Animation

6cp; prerequisite(s): 31140 Introduction to Computer Graphics

This subject covers the major areas of 3D computer animation. It provides students with the opportunity to learn a major commercial 3D modelling, animation, and rendering package. Students also gain experience with Silicon Graphics workstations and the Irix environment. The subject also covers the principles and practice of pre-production planning, production management, and post-production of an animation project. The subject is project-based, and each student develops an animation of their choice.

31605

Computer Graphics Rendering Techniques

6cp; prerequisite(s): 31140 Introduction to Computer Graphics

This subject covers the major rendering techniques used for image synthesis in computer graphics: scan-line algorithms, ray tracing, and radiosity. Topics covered include shading and illumination models, the scan conversion of graphics primitives, recursive ray tracing, textures, anti-aliasing, shadows, constructive solid geometry, acceleration techniques for ray tracing, and radiosity for diffuse and specular environments.

31606

Virtual Communities

6cp

This subject describes ways in which computer networking components can be integrated into workspaces that foster virtual communities. It first concentrates on the formation of virtual communities that focus on common interests of their members. It considers factors that influence the growth and success of such communities both within large enterprises and within widely distributed community groups. The subject then describes ways to use information technology to combine a variety of components into workspaces that support such communities.

31743

Machine Learning

6cp; prerequisite(s): 31428 Quantitative Modelling

This subject is concerned primarily with machine learning: automatic construction of computable models from data. Symbolic and non-symbolic methods are studied. Topics include: statistical learning, clustering and correlations; neural networks methods; genetic algorithms; genetic programming; Shannon information; rule induction; and first-order learning.

31748

Programming on the Internet

6cp; prerequisite(s): 31436 Systems Software and Networks or equivalent

The Internet and the World Wide Web are revolutionising software development with multimedia-intensive, platform-independent code for conventional Internet-, Intranet- and Extranet-based applications. This subject carefully explains how to program multi-tiered, client/server, database-intensive, web-based applications. Particularly, it involves programming in Java, website administration, HTML authoring, CGI programming, website design tools, XML and e-commerce.

31749

Internet Commerce

6cp

This subject aims to give students exposure to Internet commerce and develops an understanding of the stakeholders and their capabilities and limitations in the strategic convergence of technology and business. Topics include business models for Internet commerce, security, and legal and ethical issues. Students develop skills in identifying the advantages and disadvantages of the various electronic payment options, and complete computer-based activities on Internet commerce.

31750

Intelligent Agents in Java

6cp; prerequisite(s): 31748 Programming on the Internet or an equivalent knowledge of programming in Java

This subject introduces students to the concepts of agent computing, and applies those concepts in the context of intelligent Internet-based systems. Students gain sufficient knowledge to be able to take more specialised subjects in Internet-based computing and

artificial intelligence. By the end of this subject, students should be able to design a simple intelligent agent and to implement a simple intelligent agent in Java.

31777

Human-Computer Interaction

6cp; prerequisite(s): 31444 Systems Design and Development or equivalent

This subject focuses on the design, evaluation and implementation of interactive computing systems for human use within actual situations. Students gain an understanding of human-computer interaction (HCI) principles, including the main concepts, tools and techniques available to build user-centred systems. This subject considers the effects on use of the different metaphors for human activity that designers use in their systems and how user-centred design and evaluation methods can improve the useability of computer systems.

31778

Resources Management for IT Professionals

6cp

This subject aims to instil the knowledge and skills required for effective management of hardware and software resources within an information systems organisation. The major topics include: resource acquisition; developing software; workplace environments; hardware and software security; operations management; and contracting and outsourcing.

31860

Object-oriented Programming and C++

6cp; prerequisite(s): 31424 Systems Modelling; 31429 Procedural Programming or equivalent

This subject introduces ANSI C++ as a language to implement object-oriented programming. The subject covers objects, classes, inheritance, polymorphism and memory management in C++. Students build upon their object-oriented experience in Eiffel, and their syntax knowledge of C.

31876

Operating Systems Facilities

6cp; prerequisite(s): 31436 Systems Software and Networks or equivalent

The development of applications to make use of the facilities offered by an operating system offering support for a graphical user interface,

such as Microsoft Windows or Macintosh, is covered in this subject. Included is the methodology involved in building applications that are driven by user actions such as the mouse as well as input from a keyboard. Issues related to inter-application communication are also explored.

31904

Systems Programming

6cp; prerequisite(s): 31429 Procedural Programming

This subject allows students to develop their Perl and UNIX knowledge and skills appropriate for professional practice in a UNIX environment. The subject also exposes students to other high level 'scripting' utilities. This is of general benefit and is not covered elsewhere in the course.

31916

Cognitive Modelling

6cp

This subject examines recent developments in cognitive science. It brings together research from: psychology, neurophysiology, philosophy and AI. It investigates mechanisms and models underlying intelligent and adaptive behaviour with a view to their use in system design. Topics include philosophy of the mind, learning paradigms, memory systems, attention, neurophysiology, neural assemblies, feature discovery and identification, physical symbol hypothesis and Human Information Processing, and AI technologies.

31917

Commercial Programming in Cobol

6cp; prerequisite(s): 31429 Procedural Programming

The subject deals with top-down structured program design techniques, and their application to the development of commercial programming applications. The emphasis is on the quality and useability of the resultant systems. Debugging and testing skills are developed. The language used is COBOL.

31919

Distributed Software Programming

6cp; prerequisite(s): 31436 Systems Software and Networks or equivalent and 31904 Systems Programming or equivalent

This subject builds on material learned in 31436 Systems Software and Networks and 31904 Systems Programming. Students apply

242 Subject descriptions

the knowledge and skills obtained in those subjects to explore the design and construction of Distributed Software Applications. Skills in the use of network communication libraries, thread and RPC libraries are developed. At the present time, the C language and the UNIX environment are used.

31921

Objectbases

6cp; prerequisite(s): 31434 Database Design

This subject introduces the students to OODB concepts. It reviews the basic OO principles and discuss their application to databases. The theoretical discussion of the topic is supported with practical exercises using a commercially available OODBMS.

31922

Object-oriented Methodologies

6cp; prerequisite(s): 31424 Systems Modelling

This subject introduces the object-oriented methods of analysing the problem domain and creating an implementation-independent formal representation of the system requirements. Elements of the object-oriented analysis (OOA) process, OOA representation and OOA complexity management are introduced and compared with the related concepts of structured analysis methodologies. The differences between the two approaches, and the advantages and disadvantages of each of them, are discussed. While UML is predominantly used, various object-oriented modelling methodologies are compared and their applicability to different application domains is assessed. The transition from implementation independent results of the OOA to the object-oriented design (OOD) for different implementation platforms is also covered.

31925

Smalltalk

6cp; prerequisite(s): 31415 Principles of Software Development A, 31424 Systems Modelling

This subject provides an introduction to the Smalltalk programming language and environment. Topics include the syntax and semantics of Smalltalk, the Smalltalk programming tools, the Smalltalk class library, Smalltalk programming style and design, and adding graphical interfaces to Smalltalk programs.

31928

Applications Development with Delphi

6cp; prerequisite(s): 31414 Information Systems; and one of 31415 Principles of Software Development A or 31429 Procedural Programming; corequisite(s): 31424 Systems Modelling or 31434 Database Design

This subject aims to give students exposure to the development of user-orientated applications using visual programming languages. Students are required to apply software tools and packages which have different strengths and weaknesses to create an application. The technical environment for this subject is Borland Delphi and a database package.

31931

Software Quality Assurance

6cp; prerequisite(s): 31424 Systems Modelling or equivalent

The subject aims to provide students with the practical knowledge and skills that are necessary to effectively measure and control the quality of software products. Major topics include: quality assurance principles; quality metrics; verification, validation and testing; implementing quality assurance, and software engineering methods and tools.

31950

Networked Enterprise Design

6cp

This subject describes evolution of systems towards distributed business environments with more emphasis on processes that require people to work together over distance. It describes how people work together and the changes to work practices resulting from the distribution of such work. The subject covers collaboration technologies such as email, video-conferencing, co-authoring and work-flows needed to support distributed business processes. The subject emphasises the design process, describing how to choose and implement collaborative technologies based on systems such as the World Wide Web or Lotus Notes to provide business benefits.

32204

Advanced Data Management

6cp
Postgraduate

This subject covers a range of advanced database topics, including relational, object-oriented database systems and distributed

databases. The subject area is treated mainly from a technological viewpoint, but also includes a discussion of management issues.

32208

Information Processing Strategy

6cp

Postgraduate

This subject is designed to provide students with an awareness of the problems in developing corporate strategies for information processing, and to develop skills in the selection and use of appropriate techniques.

32517

Commerce on the Internet

6cp

Postgraduate

This subject aims to give students exposure to Internet commerce and develops an understanding of the stakeholders and their capabilities and limitations in the strategic convergence of technology and business. Topics include business models for Internet commerce, security, and legal and ethical issues. Students develop skills in identifying the advantages and disadvantages of the various electronic payment options. Students complete computer-based activities on Internet commerce.

32530

Building Intelligent Agents

6cp

Postgraduate

This subject introduces students to the concepts of agent computing, and applies those concepts in the context of intelligent Internet-based systems. Students gain sufficient knowledge to be able to take more specialised subjects in Internet-based computing and artificial intelligence. By the end of this subject, students should be able to design a simple intelligent agent and to implement a simple intelligent agent in Java.

32531

Global Information Systems

6cp

Postgraduate

This subject covers new requirements placed on information systems arising out of the globalisation of business operations. It covers new ways of doing business in global environments, including formation of alliances and joint ventures, and ways that information

systems must be developed to support them. The interaction of technical issues and social issues, including culture, is studied.

32532

Conducting Business Electronically

6cp

Postgraduate

This subject describes ways to assess an organisation's computer networking needs and identify those business operations that will benefit most from using Web or groupware technologies in business-to-business and Intranet applications. It then covers ways for designing the applications by identifying ways of doing business using such technologies and by specifying workspaces that allow users to share information and knowledge while working towards organisational goals. Different kinds of workspaces are identified, including those for information exchange, developing personal relationships and knowledge sharing. Ways of using Web technologies to implement workspaces are then described.

32533

Networking Communities

6cp

Postgraduate

This subject describes ways in which computer networking components can be integrated into workspaces that foster virtual communities. It first concentrates on the formation of virtual communities that focus on the common interests of their members. It considers factors that influence the growth and success of such communities both within large enterprises and within widely distributed community groups. The subject then describes ways to use information technology to combine a variety of components into workspaces that support such communities.

32534

Knowledge Management

6cp

Postgraduate

This subject addresses the processes of generation, dissemination, retention, measurement, application and distribution of corporate knowledge for re-use. It also addresses techniques in data warehousing and data mining and identifies their relevance to knowledge management. While the course has a strong technological focus, a range of issues in business, marketing, and organisational behaviour are also covered.

32604

Systems Integration

6cp; prerequisite(s): 32601 Advanced Project Management
Postgraduate

Systems integrators are facing new challenges as a result of the increasing complexity of information systems and the fast evolving technologies used in their construction. This subject introduces students to various topics relating to systems integration. The subject covers both the technological and management issues in this area. The focus is on frameworks, architectures, and standards that facilitate component-based systems integration.

32606

Database

6cp; prerequisite(s): 32607 Systems Analysis
Postgraduate

This subject introduces the basic database design and implementation concepts and presents database design techniques including relational design and E-R modelling. It discusses the implementation of relational database and describes database query techniques using the Structured Query Language (SQL). It also introduces object-oriented databases and discusses their applicability to various problem domains.

32607

Systems Analysis

6cp
Postgraduate

This subject deals with information systems in their organisational context.

The effects of information systems on society, organisations and individuals are discussed. Examples from typical organisations are used to illustrate information systems concepts. Techniques for analysing and describing user requirements are introduced.

Throughout the subject there is an emphasis on human activities, the importance of the user in the analysis phase and the usability of systems. Another theme is communication skills, i.e. the ability of the analyst and designer of an information system to interview, write reports and manuals, design efficient and effective interfaces, and give presentations on the system.

32703

Information Technology Strategy

6cp
Postgraduate

This subject is designed to provide students with an awareness of the problems in developing corporate strategies for information processing, and to develop students' skills in the selection and use of appropriate techniques.

33130

Mathematical Modelling 1

6cp; prerequisite(s): no formal prerequisites, but a knowledge of 3 units of HSC Mathematics is assumed; corequisite(s): 68037 Physical Modelling

On completion of this subject students should be able to: understand the relevance of mathematics to engineering science and practice; understand the way in which mathematics can supply useful tools and resources to model real world problems; use mathematical terminology and concepts; use formal and informal language to demonstrate understanding of these concepts; demonstrate a high level of skill in the computational techniques of the subject; demonstrate understanding of the theoretical results which justify the use of these techniques; communicate the above knowledge clearly, logically and critically; use the computer algebra system *Mathematica* to perform calculations and explore mathematical ideas relevant to the subject content; be able to apply the subject matter covered in lectures, tutorials and assignments to previously unseen problems; be aware of the historical context of mathematical development.

Topics covered include the following: presentation of a collection of physical problems; functions and their relationship to measurement and the interpretation of physical results; differentiability; differential equations arising from physical problems; solution by series; growth and decay problems; oscillatory motion; trigonometric functions and inverse trigonometric functions; integration; the logarithm function; inverse functions; methods of integration; and introduction to nonlinear oscillations.

The computer algebra system *Mathematica* is used throughout the subject as an aid to computation, graph plotting and visualisation.

33230**Mathematical Modelling 2**

6cp; prerequisite(s): 33130 Mathematical Modelling 1 or 33132 Mathematical Modelling 1 (two-semester mode)

On completion of this subject students should be able to: understand the relevance of mathematics to engineering science and practice; understand the way in which mathematics can supply useful tools and resources to model real world problems; use mathematical terminology and concepts; use formal and informal language to demonstrate understanding of these concepts; demonstrate a high level of skill in the computational techniques covered in the subject content; demonstrate understanding of the theoretical results which justify the use of these techniques; communicate the above knowledge clearly, logically and critically; use the computer algebra system *Mathematica* to perform calculations and explore mathematical ideas relevant to the subject content; apply the subject matter covered in lectures, tutorials and assignments to previously unseen problems and proofs; be aware of the historical context of mathematical development.

Topics include the following: linear algebra; solutions to sets of equations resulting from particular problems; the need to develop a variety of ways of solving sets of equations; matrices and determinants, eigenvectors and eigenvalues; a standard treatment of vectors building on that given in Physical Modelling; partial derivatives using waves and temperature distributions as illustrative examples; optimisation; the method of least squares; multiple integrals and their applications; probability with a focus on the determination of the reliability of a system of components in various engineering contexts; variance, skewness and kurtosis; probability distributions, conditional probability and bivariate probability.

The computer algebra system *Mathematica* is used throughout the subject as an aid to computation, graph plotting and visualisation.

33401**Introductory Mathematical Methods**

6cp

Topics covered include: matrices and determinants; gaussian reduction; solution of linear equations; eigenvalues and eigenvectors; vectors; products of vectors; equations of lines and planes; complex numbers; polar form and de Moivre's theorem; linear independence of

vectors; rank of a matrix; symmetric matrices; quadratic forms; differentiation and integration of functions of one variable; functions of several variables; partial derivatives; maxima and minima; Taylor's theorem; gradient and Hessian; and classification of critical points.

35101**Mathematics 1**

6cp

This subject covers the following topics: limits, continuity and differentiation for functions of a single variable; mean value theorem; curve sketching; related rates and maxima and minima; integration; Riemann sums; the fundamental theorem of calculus; applications to areas, volumes and lengths of curves; logarithm and exponential functions; trigonometric and hyperbolic functions; inverse trigonometric and hyperbolic functions; L'Hôpital's rule; methods of integration; and improper integrals.

35102**Mathematics 2**

6cp; prerequisite(s): 35101 Mathematics 1; corequisite(s): 35140 Operations Research Modelling

This subject covers the following topics: complex numbers; first order variable separate and linear ordinary differential equations; higher order linear differential equations with constant coefficients; oscillation problems; sequences and series; power series and radius of convergence; Taylor and Maclaurin series; solution of homogeneous linear differential equations about an ordinary point; vectors; products of vectors; equations of lines and planes; functions of several variables; partial derivatives and gradient; and double integrals.

35212**Linear Algebra**

6cp; prerequisite(s): 35140 Operations Research Modelling

Topics covered include: systems of linear equations, decompositions; vector spaces; inner product spaces; Gram-Schmidt orthogonalisation; the eigenvalue problem; symmetric matrices, diagonalisation, quadratic forms; Jordan form; and matrix exponentials.

35231

Differential Equations

6cp; prerequisite(s): 35102 Mathematics 2;
corequisite(s): 35212 Linear Algebra

Topics in this subject include: existence and uniqueness of solutions; variation of parameters; qualitative theory of linear and nonlinear systems; limit cycles; Poincaré-Bendixson theorem; applications; boundary value problems, separation of variables; Fourier series; heat and wave equations; Laplace's equation; and transform methods.

35241

Optimisation 1

6cp; prerequisite(s): 35102 Mathematics 2; 35140
Operations Research Modelling

Topics covered include: fundamental ideas of optimisation; the two-phase simplex method and the revised simplex method; duality theory; the dual simplex method and the cutting plane method; sensitivity analysis; and first- and second-order optimality conditions for nonlinear programming.

35252

Statistics 2

6cp; prerequisite(s): 35102 Mathematics 2, 35151
Statistics 1

Topics in this subject include: probability; random variables and their probability distributions; multivariate probability distributions; functions of random variables; sampling distributions and the Central Limit Theorem; applications to estimation; and multivariate normal distribution.

35342

Optimisation 2

6cp; prerequisite(s): 35241 Optimisation 1

This subject covers the following topics: dual simplex method; basic ideas of cutting plane and branch-and-bound methods for integer programming; primal-dual algorithm; parametric linear programming; goal programming; numerical methods for unconstrained nonlinear optimisation; Newton's method; conjugate direction methods; numerical methods for constrained nonlinear optimisation; feasible direction methods; penalty and barrier methods; and introduction to stochastic programming.

35344

Network Optimisation

6cp; prerequisite(s): 35241 Optimisation 1

Topics covered include: transportation problems; the transportation simplex method; assignment problems; trans-shipment problems; shortest path problems; maximum flow problems; project planning and scheduling; CPM cost models; network simulation models; minimum-cost network flow problems; network simplex method; out-of-kilter algorithms; algorithm analysis; auction algorithm; and solution of problems using commercially-available software.

35353

Regression Analysis

6cp; prerequisite(s): 35252 Statistics 2

Topics in this subject include: simple and multiple linear regression; general linear models; weighted regression; diagnostics and model building; analysis of covariance; regression graphics; and introduction to nonlinear regression.

35355

Quality Control

6cp; prerequisite(s): 35252 Statistics 2

This subject covers the following topics: total quality management; process control for attributes and variables, introducing Shewhart, Cusum, and EWMA control charts and covering regular, short, multiple-stream and serially correlated processes; acceptance sampling for attributes and variables; process capability analysis, including nonconforming ppm, capability ratios and Taguchi quality loss; tolerance analysis covering linear and nonlinear combinations of components, and Taguchi's method; and reliability analysis, including reliability measures, bounds and estimation for individual components and systems, and spare parts provisioning.

35356

Design and Analysis of Experiments

6cp; prerequisite(s): 35212 Linear Algebra; 35252
Statistics 2

Topics covered include: introduction to general concepts of the design of experiments; completely randomised, randomised complete block and Latin square designs; multiple comparisons; factorial designs; and introduction to Taguchi designs and response surface designs.

35361**Probability and Stochastic Processes**

6cp; prerequisite(s): 35252 Statistics 2

Topics in this subject include: probability; random variables and expectations; limit theorems; Markov chains; the Poisson process; and birth and death processes.

35363**Simulation Modelling**

6cp; prerequisite(s): 35170 Introduction to Computing

This subject covers the following topics: Bayesian statistics and Bayesian decision making; Monte Carlo simulation; prior distributions; decision trees and influence diagrams; conjugate distributions; various queuing models and applications; simulation studies; modelling systems and various representations; statistical modelling; input data analysis; verification and validation; output analysis; comparison of systems designs; random number generation and tests; random variate generation; and variance reduction techniques.

35364**Statistics for Quantitative Finance**

6cp
Postgraduate

This subject familiarises students with the required tools from mathematics, probability and statistics to describe some stylised facts about asset returns. Students develop skills to apply the main mathematical tools and statistical techniques required for statistical analysis in finance, and develop an understanding of the main probability and statistical concepts in modern finance.

35365**Stochastic Calculus in Finance**

6cp; prerequisite(s): 25832 Capital Markets; 35364 Statistics for Quantitative Finance; 25833 Derivatives; 25834 Portfolio Analysis; 25835 Computational Finance; 25836 Financial Decision Making Under Uncertainty
Postgraduate

This subject introduces the theory of stochastic processes and stochastic calculus. Theoretical problems involving differential equations are examined. Knowledge of the subject matter in financial contexts and solutions to problems is developed. Stochastic processes including Brownian motion and techniques of stochastic calculus in finance are explored.

35366**Numerical Methods of Finance**

6cp; prerequisite(s): 25835 Computational Finance; 35365 Stochastic Calculus in Finance; 25839 Mathematics of Finance
Postgraduate

This subject introduces the theory and practice of numerical methods in finance with applications in derivative pricing, portfolio optimisation and risk measurement. Techniques for the pricing and hedging of derivatives are explored. Theoretical problems involving strong and weak approximate solutions of stochastic differential equations are formulated and solved.

48121**Engineering Practice Preview 1**

3cp
Undergraduate

Engineering Practice Preview 1 helps initiate students to the engineering workplace by guiding them through the employment process, developing the communication and documentation skills appropriate to engineering practice, showing them how to learn through experience, exploring the nature and culture of the workplace, introducing ethical and social issues, and helping them to plan for their own personal and professional development.

Students negotiate their learning options from a range of compulsory and optional topics including: ethics and social responsibility, industrial relations, occupational health and safety, and the culture of engineering.

Assessment tasks are negotiated from a variety of compulsory and optional assignments, many of which can be incorporated into the student's portfolio. Some tasks include: personal résumé, job application letters, employment interviewing, learning style assessment, learning contracts, ethics case study, and industrial relations case study. Assessment is essentially formative to assist students in achieving an acceptable level. However, students are not able to undertake Engineering Experience 1 until they have passed all the compulsory components of Engineering Practice Preview 1.

48122

Engineering Practice Review 1

3cp; prerequisite(s): 48110 Engineering Practice 1
Undergraduate

Engineering Practice Review 1 guides students through a process of thoughtful reflection and review of their engineering practice. Workplace issues are examined and students are assisted in developing appropriate professional strategies. Students identify the technical and professional advancement that has occurred as a consequence of their experience, and integrate these new ideas with their existing knowledge frameworks. This learning is documented for peer and professional review.

Since each student's work experience is unique, all students benefit from sharing and discussing their experiences. However, this subject assists all students to receive a firm grounding in the fundamentals of engineering workplace practice, including: the nature and culture of the engineering workplace, the employment process, ethics and social responsibility, communication and documentation, the application of engineering method, occupational health and safety, industrial relations, and personal and professional development.

Assessment tasks include: evaluation of the learning contract, report on workplace experience, group review, logbook and portfolio.

48210

Engineering for Sustainability

6cp
Undergraduate

Upon completion of this subject, students should be able to demonstrate development in the following areas:

- orientation to university study
- ability to read critically and write appropriately in a variety of academic contexts
- appreciation of the social and historical contexts of engineering
- awareness of different definitions of 'progress'
- awareness of what is 'professionalism'
- appreciation of the role of codes of ethics, and
- appreciation of the principles of sustainability.

This subject takes students on a journey into the past, present and future of engineering and its relationship to society and the environment. They choose one of several module

groups based around broad engineering-related themes.

Within these modules, students examine the contributions made by engineers in their respective areas, how they were received by and benefited different groups in society, and what impact they had on the environment. Current and historical case studies from our local communities as well as from other parts of the world are used to illustrate the different ways in which technologies have evolved and have been valued.

The subject is taught by an interdisciplinary team who will present lectures, and facilitate interactive workshops. Assessment includes individual reflective writing, case study reports, and team-based poster presentation. In each of these assessment tasks, students are assessed both for their learning of key content material and academic skills such as critical reading and analysis, and academic writing and presentation.

48221

Informatics VB

6cp
Undergraduate

This subject has the same objectives as 48222 Informatics C but uses the language Visual Basic as the vehicle for developing student knowledge and understanding.

48222

Informatics C

6cp
Undergraduate

The aim of Informatics C is to develop skills in computing and an awareness of the associated ethical issues within the context of the Engineering profession. The four broad learning objectives of the subject are to:

1. develop skills in computer programming in order to gain a better understanding of how a computer operates
2. develop skills in problem solving where the solution is suitable for a computer
3. develop an awareness of the ethical issues associated with computing, and
4. develop skills in using informatics' tools.

Topics include: C programming; pseudocode; problem solving; algorithm design; personal and professional ethics; library awareness; personal software process; time management; operating systems; the Internet; and engineering tools.

48230**Engineering Communication**

6cp; prerequisite(s): 48210 Engineering for Sustainability
Undergraduate

On completion of this subject students should be able to: understand basic principles and theories of human communication; research within the various discipline areas that inform the study of communication; write competently in a number of different genres; perform competently in a variety of oral communication situations; understand basic principles and practices of graphic communication; demonstrate their ability to express engineering concepts through graphical communication; demonstrate their ability to 'converse' mathematically; lead and participate in group processes; appreciate the central role of communication in engineering practice.

Topics include: principles and theories of communication; communication in practice; the processes of communication; and communication technology.

48240**Uncertainties and Risks in Engineering**

6cp; prerequisite(s): 48210 Engineering for Sustainability; 48221/2 Informatics; 33230 Mathematical Modelling 2
Undergraduate

In this subject, students engage in ideas of how, as engineers, they have a responsibility to make appropriate analysis of different types of risk scenarios, how risk is perceived and assessed by different groups of people, and what constitutes 'management' of risks. In order to engage in these ideas, students need and learn various theories, techniques, and experiences as they progress through the subject.

Upon conclusion of this subject, students are expected to demonstrate:

- a critical appreciation of ideas concerning decision making under risk, uncertainty, ignorance and indeterminacy, and an appreciation that each person and group has knowledge, attitudes and beliefs about risk and uncertainty which, to the individual or group, are 'rational'
- awareness of contexts in which experts, including professional engineers, manipulate problems involving risk and uncertainty

- experience in formulating and undertaking a modelling exercise, and a critical appreciation of the uncertainties and subjectivities inherent in modelling, and
- the ability to select and apply appropriate statistical tools, to acquire additional statistical competencies, and to evaluate their strengths and limitations.

48260**Engineering Management**

6cp; prerequisite(s): 48122 Engineering Practice Review 1 or 48120 Review of Engineering Practice 1; 48240 Uncertainties and Risks in Engineering
Undergraduate

This subject enables students to develop the following: an appreciation that management is integral to engineering in aspects ranging from the personal to the organisational; an awareness of the roles and functions of management – general, engineering and project management; an understanding of the rationale underpinning various engineering and project management models and tools and the interaction with engineering practice. It introduces and analyses a range of engineering and project management tools, developing an appreciation of their appropriate uses, strengths and weaknesses. Building on awareness developed in earlier subjects, and through work place experiences, it introduces students to the potential impacts of engineers' decisions and management on the community and the client. Students will acquire skills in choosing and using the most appropriate engineering and project management tools for identifiable engineering activities.

Topics include: concepts of general management and engineering and project management and their relationships; systems/product life cycle model and the various contributions which engineers make, or can make, during this cycle; and the contributions of other occupations; models used to visualise the processes occurring during the cycle, and for envisaging management and decision making; the range of tools which can be applied for various purposes during the cycle, e.g. to make decisions, manage people, manage resources, audit and account for management of resources, etc.; historical development of this range of management, theories, tools, and models, and the arguments for and against them; engineering and project management; and the capabilities required of engineering managers.

48721

Strategic Electronic Business Technologies

6cp

Undergraduate

Introduces the basic concepts and terminology used in telecommunications engineering. Gives basic, up-to-date, 'hands on' technical skills. Familiarises students with the technology underlying the internet and electronic business, to allow them to make informed decisions about technology and system security. Topic include: the public switched telephone network; mobile telephone networks; computer communications; the Internet; mobile communications; broadcast systems; satellite and cable TV; integrated networks (ISDN and ATM); and security.

49001

Judgment and Decision Making

6cp

Postgraduate

This subject develops understanding of rational decision aids in the light of modern descriptive theories of judgment, choice and decision in organisations. The methods of management science, decision analysis and judgment analysis are presented, and models of individual, group and strategic decision making are critically assessed.

49002

Project Management

6cp

Postgraduate

This subject provides a sound knowledge of project management principles, techniques and practice associated with the various stages of a project lifestyle. The emphasis is an interdisciplinary one of relevance to all fields of engineering. The subject includes consideration of the management, financial and contractual responsibilities of project and engineering managers and organisations involved in projects.

49004

Systems Engineering for Managers

6cp; prerequisite(s): 49001 Judgment and Decision Making; corequisite(s): 49002 Project Management
Postgraduate

The underlying process of problem solving through engineering projects is interpreted as a unifying discipline. Drawing on contemporary scholarship and best practice, the philosophy, concepts, techniques and tools of this

systems engineering process are examined in the context of engineering management, and their domain of applicability explored. The subject provides extensive opportunity for individual and group encounter with the challenges of the systems approach, and is illustrated by case studies presented by guest lecturers.

49006

Risk Management in Engineering

6cp; prerequisite: suitable undergraduate subject
Postgraduate

This subject develops capability to identify, assess, ameliorate and limit risk in the management and practice of engineering through the application of the concepts and tools of risk engineering. On completion, students are also able to identify the main hazards in an engineering project and to design an appropriate risk management strategy. Topics supported by case studies include: semantics of risk and hazard; risk as a social construct; principles of risk management; steps in risk engineering; integration with engineering process; risk perception, risk communication, and the acceptability of risks; statutory provisions in NSW relating to some engineering risks; legal principles relating to engineering risks (contract, liability, etc.); checklists and scoping for risk identification and assessment; design criteria and code provisions for various risks; comparing risks; quantified and qualitative risk assessment methods; risk assessment in emergencies; financial tools in the management of engineering risks.

49012

Project Management Support Systems

6cp; prerequisite: some experience in industry on participating in an engineering project. It is desirable that students either complete or are concurrently studying 49002 Project Management
Postgraduate

The aim of this subject is to develop the skills for planning and controlling projects. Students also learn how to use computer tools to construct a project plan of a real project and control a simulated project. Students learn to understand how models for project management have been developed and which models are appropriate in different contexts. The model includes the waterfall model, the incremental development model and the spiral model. Models for risk assessment and financial planning aspects of projects are also covered. Students learn to understand and

apply terms such as work breakdown structure, network planning, PERT, GANTT charts, cash flow and cost/schedule control systems criteria to their project.

49013

Managing Information Technology in Engineering

6cp; prerequisite: an introductory course on computing; students should already have some skills such as being able to use a word processor, spreadsheet, email and a web browser
Postgraduate

The aim of this subject is to explore the influence of information technology (IT) on organisations and management and in particular engineering management. Students critically examine both past and recent IT innovations. Issues in information technology extend into groupware, computer-aided logistic support, decisions support systems, tools for systems engineering and communications technology including the Internet. Students use a computer-mediated conferencing tool on the Internet to participate in group project work either on or off campus. Most of the support material such as lectures is on the Internet.

49095

Infrastructure Planning

6cp
Postgraduate

This subject introduces students to the complex planning requirements of large scale physical infrastructure development. It looks at the technical planning and evaluation methods available, including those associated with financial, economic and environmental criteria, and places them in a political context. A range of international case studies are discussed.

49122

Ecology and Sustainability

6cp
Postgraduate

This subject covers the following topics: ecological systems and processes; basic ecological principles, bio-geochemical cycles, development of ecosystems, interaction between physical ecosystems, global environmental issues such as greenhouse effect, ozone depletion, acid rain, etc.; human impact on ecosystems – population growth, terrestrial ecosystems (forest and agriculture land), aquatic ecosystems (lake, river and ocean),

biodiversity; importance of sustainable development; overview of major environmental problems, their effect and remedies; air pollution, noise pollution, water pollution, soil pollution, solid and hazardous wastes; and case studies.

49209

Advanced Web Technology

6cp; prerequisite(s): experience in usage of both PC and Unix computer systems, familiarity with email and tools such as Telnet and FTP, HTML, webpage design and Java programming
Postgraduate

This subject aims to develop an understanding of advanced Internet, web, and related technologies, and how these technologies relate to management of large-scale information repositories. Students will develop an understanding of numerous technologies (such as Hypertext, Internet and web protocols and standards, web servers and proxies, Java and JavaScript, CGI, cookies, push/pull, metadata, SGML and XML, CORBA, security, etc.). Students develop an overview of all technologies and are provided the opportunity to develop a deep understanding of several of the technologies.

49228

Enabling E-Business Technologies

6cp
Postgraduate

Provides management with a 'survival kit' to cope in the rapidly changing technological world of e-bus by cutting through the jargon. Equips managers with the skills and knowledge required to first understand what information is important to an e-bus decision, and then how to get those in the know to impart it. This key skill will allow managers to concentrate on the major strategic issues facing the organisation rather than day to day consideration of complex engineering and technological issues.

49309

Quality Planning and Analysis

6cp; prerequisite(s): suitable undergraduate subjects
Postgraduate

This subject develops understanding of the imperatives, culture, philosophy, scope, strategies and practice of total quality management and covers problem identification, process design, continuous improvement, vendor supplies, customer service,

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quality auditing and the development of a quality assurance practices manual and compliance with relevant Australian Standards and supplier assessment schemes.

49318

Manufacturing Systems Management

6cp; prerequisite(s): 48621 Manufacturing Engineering or equivalent
Postgraduate

Systems thinking is a vital strategy in the international competitiveness of modern manufacturing industry. In this subject, a manufacturing system is analysed by partitioning, to model its flow of materials and information, and to identify waste and value adding activities. Manufacturing system paradigms are reviewed in the context of their application to different businesses, professional disciplines and functional areas. Simple linear control systems are contrasted with nonlinear, long time lag learning systems with multi-input strategies to achieve corporate objectives interacting with multiple performance indices; assumptions for the simplification of complexity for scaling, modelling and simulation. Case studies relevant to the student's learning needs or employment may incorporate issues of marketing, forecasting, maintenance, modularity, group technology, flexible manufacturing, time to market, clean production, life cycling, bench marking and the control of inventory, production or finance. The design and synthesis of new systems built on interlinked sub-systems with manageable modules are considered through incremental development and step change innovation.

50125

Communication and Audience

8cp

This subject investigates the social and theoretical constructs of audience and develops students' abilities to analyse, to apply theory and to critique specific cases. It deals with audience measurement methods and issues and takes note of social and cultural factors affecting the audience. Opposing trends are explored, such as the shifts from broadcasting to narrowcasting, from passive to interactive audiences, occurring at the same time as a developing globalised audience. Access, equity and public interest factors are studied as are converging technologies and new media and the resultant reactivity and interactivity of an audience.

50159

Public Relations Principles

8cp

This subject introduces students to the theoretical foundations of public relations by examining the concepts and theories of professional practice in the context of the contemporary Australian public relations industry. Students become familiar with key techniques of planning, media relations and publicity and they develop basic skills in writing for the media. They critique case studies reflecting different models of public relations and learn to analyse factors affecting successful communication with public entities as well as legal and ethical issues relating to practice.

50160

Public Relations Strategies

8cp; prerequisite(s): 50159 Public Relations Principles

In this subject students apply the concepts and practices of professional public relations in critically analysing contemporary campaigns. Students design, develop and produce innovative resources for communicating with an organisation's stakeholders and they develop expertise in research, budgeting and evaluation. More advanced skills are developed in writing for a range of publics including the media. Students learn about strategic planning and issues management in the context of social, environmental and global factors affecting public relations.

50214

Public Communication Contexts

8cp; prerequisite(s): 50160 Public Relations Strategies or 50162 Advertising Communication Strategies

This subject investigates the social, economic and political contexts of public communication with a focus on its relationship with citizenship and the public sphere and the role of public communication as an agent in shaping public opinion, as well as corporate, media and private identities. Students develop expertise in analysing public opinion and in developing and evaluating corporate identity. They learn project management skills and how to coordinate special events. Community, government, corporate and nonprofit public relations and advertising campaigns are planned, analysed and critiqued for their effectiveness in meeting the needs of clients

and communities. Students are encouraged to develop a critical response to existing creative strategies and to generate projects of their own in consultation with clients or experts in the field.

50238

Public Communication Processes

8cp

Key areas are studied to ensure that students are able to practice as professional communicators who can advise others about communication and implement creative campaigns. Students need to develop a high level of communication expertise in their written, oral and audiovisual presentations and be skilled in argument and in analytical and creative approaches to problems. Issues covered include the research and shaping of audience opinions, attitudes and behaviour. Students develop audiovisual literacy, knowledge of design principles and an advanced understanding of how personal, social and cultural constructs and images are formed. Students gain skills in working with texts, images and sound through practical workshops and are introduced to the basics of using computers for such purposes.

50239

Public Communication Challenges

8cp; prerequisite(s): 50118 Public Communication Processes or 50238 Public Communication Processes

This subject focuses on the roles and responsibilities of professional communicators. It involves the study of consulting, motivating and advocacy, the techniques of persuasion and seduction, and the use of rhetorical and audiovisual strategies. Students are introduced to the analysis of audiovisual and textual campaigns in specific cultural, social and historical contexts. Their study of professional practice and ethics introduces students to the main applications of public communication and provides information they require for later subject choices. The subject also develops their skills in problem solving, planning and decision making as individuals and as team members, as well as focusing on the ethical dimensions of all decisions affecting public communication. Issues of power, ethnicity, culture, class and gender are analysed through advertising and public relations case studies.

56744

Public Relations Management

6cp

Postgraduate

This subject assists current and potential public relations practitioners in their professional development. It examines the management of recent public relations campaigns in Australian organisations; develops the ability to set objectives, choose and implement research methods, decide strategies and construct evaluation methods suitable to particular campaigns; and approaches public relations as a specialised form of communication management.

57002

Electronic Information Systems Design

8cp

Postgraduate

This subject focuses on the processes and practices of information design for digital environments. Students learn how information design can be used to resolve issues associated with the development of digital information products and services and their seamless interaction within a wider electronic context. The content includes: dialogue/interaction with the user, access, content structure and organisation, navigation and orientation, links, graphics and graphic elements, quality standards and procedures (e.g. ISO 9000, AS/NZS 4258), evaluation and useability testing, protocols and languages, intermediation technologies, digitisation and heterogeneous, federated and distributed systems.

57004

Information Environments and Networks

8cp

Postgraduate

This subject introduces students to the information environment and its social, economic and political infrastructure. The subject covers ideas about data, information and knowledge; the information industry; and information work in a range of organisations and agencies in the public and private sector. Electronic and non-electronic information networks are examined. Issues in information practice are considered, including ethics and values and the impact of government information policies on topics such as intellectual property and protection of individual privacy.

57007

Knowledge Management

8cp

Postgraduate

This subject introduces students to an understanding of human organisational processes and structures as a key to organisational performance. It emphasises the human characteristics of generating, communicating and using knowledge, and the way these are integrated with the organisational and technological processes. It explores strategies and techniques for creating and sustaining a knowledge-sharing culture; identifying knowledge owners; capturing, mapping and structuring knowledge as a means of enhancing organisational communication and innovation; the transfer of knowledge and the management and measurement of intellectual capital, value-added processes, transforming data, knowledge and information, and the use of internetworking for knowledge collection, maintenance and use.

57023

Communicating with Publics

8cp

Postgraduate

This subject analyses the social construction of publics, public opinion and image creation. It studies different models of public relations practice and draws on current theories about publics, audience and media to help students develop strategies to communicate with internal and external publics. Theories of adult learning and behaviour change are introduced to provide opportunities for self-managed lifelong learning as well as to gain insights into how various publics approach change. There is a strong focus on identifying the ethical implications of decisions, action and outcomes and a lively debate on approaches to motivating, persuading or empowering publics. The attitudes, images, knowledges, behaviours and issue positions of various publics are studied to enable students to assess how best to communicate with them.

57024

Managing Public Relations Campaigns

8cp; prerequisite(s): 57023 Communicating with Publics

Postgraduate

This subject explains the concept of public relations as communication management and demonstrates the contribution and relevance

of public relations to modern organisations. A range of perspectives provides thoughtful and challenging approaches to the work of a public relations practitioner. Students learn to set goals and objectives and to plan and implement campaigns for internal and external publics. They become confident in evaluating all aspects of their work and develop competency in cost-benefit analysis and the analysis of the financial implications of their work. Public relations principles are applied to examples from students' own professional practice to develop a reflective understanding of why as well as how to approach particular issues and problems.

57025

Cross-cultural and International Communication

8cp

Postgraduate

The subject focuses on media representations of similarities and differences, ethnocentrism in communication and methods for achieving cross-cultural communication. This subject introduces critical themes and vocabularies in intercultural communication and explores the links between communication and culture creation. It analyses the sociopolitical circumstances and individual attribution processes that lead to stereotyping, and in this context assesses the role of verbal and non-verbal communication. Students develop strategies for dealing with cross-cultural issues, for working in multicultural teams and organisations, and for designing communication for and with multicultural publics. Globalisation and localisation strategies and effects are studied with a particular focus on communicating in and with Asia and other key sociopolitical geographic arenas.

57026

Strategic Communication and Negotiation

8cp

Postgraduate

This subject analyses and critiques communication campaigns and develops expertise in using strategic planning and applying it to communication management. This involves environmental scanning, stakeholder analysis and issues management. There is an emphasis on understanding consultative processes and learning effective approaches to community consultation. It develops understanding of and expertise in negotiation strategies. Techniques of negotiation and conflict are studied

to enhance the development of expertise in managing different expectations and results. Students learn a practical approach to negotiating agreement and apply it to their communication and public relations work.

59330

Advertising Practice

6cp

This is an introduction to the theory and production of advertising: the concepts used; the skills and techniques applied; the organisational structure and operation of advertising agencies; and their interrelationships with other parts of the communication industry.

59333

Advertising Strategies

6cp; prerequisite(s): 59330 Advertising Practice

This subject offers an examination of and practice in a variety of visual and verbal persuasion methods in television, radio, print and other media. Students are involved in individual and group presentations of solutions to various advertising problems, and gain some insight into the analysis and valuation of advertising techniques.

65101

Chemistry 1C

6cp; prerequisite(s): assumed knowledge: core of HSC 2-unit Chemistry or equivalent

This subject is an introduction to some fundamental concepts in chemistry. Topics covered are: chemicals and chemical reactions; atomic structure; periodic table; chemical bonding; enthalpy changes in chemical reactions; and the structures and properties of solids. The subject is designed for students with a strong background in chemistry and accordingly the topics are covered to a greater depth than in 65012 Chemistry 1A. There is a laboratory program which complements the learning experiences in the lectures and tutorials. Other important aims of this subject are to enhance students' thinking skills, to foster their abilities to work cooperatively with their peers and to assist in the development of their communication skills.

65201

Chemistry 2C

6cp; prerequisite(s): 65101 Chemistry 1C or equivalent

This subject builds on the foundation studies in 65101 Chemistry 1C. Topics covered are: chemical equilibrium; acid-base theory; complex ions; electrochemistry; chemical kinetics; structure and bonding in carbon chemistry; and chemical reactions of carbon compounds. There is a laboratory program which complements the learning experiences in the lectures and tutorials. The subject also aims to enhance students' thinking skills, to foster their ability to work cooperatively with their peers, and to assist in the development of their communication skills.

65202

Organic Chemistry 1

6cp; prerequisite(s): 65201 Chemistry 2C or equivalent

The structures and reactions of the important families of organic compounds (aliphatic and aromatic hydrocarbons, halogen compounds, alcohols, ethers, carbonyl compounds, carboxylic acid derivatives and amines) are studied with emphasis on stereochemistry, reaction mechanisms and organic synthesis. Lecture and tutorial material is closely integrated with laboratory exercises in which students gain experience in techniques used in performing reactions, and in isolating, purifying and characterising products.

65306

Analytical Chemistry 1

6cp; prerequisite(s): 65201 Chemistry 2C or equivalent

Lecture, laboratory and computer-aided instruction components of the course cover: (a) spectroscopic methods of analysis including mass spectrometry and infra-red, ultraviolet-visible and NMR spectroscopy; (b) separation techniques including solvent extraction, distillation, precipitation, and a range of chromatographic methods; (c) volumetric techniques including acid-base, redox, non-aqueous, and potentiometric methods; and (d) errors, calibration and interpretation of analytical data.

65307**Physical Chemistry 1**

6cp; prerequisite(s): 65201 Chemistry 2C; 33190
Mathematical Modelling for Science

This subject is designed to provide students with a working knowledge of chemical thermodynamics and optical spectroscopy which can then be applied to other subjects within the course. Students are introduced to fundamental concepts in both spectroscopy and thermodynamics and learn how to apply these principles in problem-solving situations. Lectures are complemented by tutorials and relevant practical experiments.

65410**Chemical Safety and Legislation**

6cp; prerequisite(s): 65201 Chemistry 2C or equivalent

NSW Occupational Health and Safety Act and role of various governmental agencies. Toxic effects of chemicals. Classification of dangerous goods. Precautionary labels and material safety data sheets. Corrosives, oxidisers and explosives. Compressed gases. Personal protective equipment PPE in the laboratory. Waste. Good laboratory practice. Good manufacturing practice. QC/QA issues.

65411**Inorganic Chemistry 1 (Transition Metal Chemistry)**

6cp; prerequisite(s): 65201 Chemistry 2C or 65022 Chemistry 2A or equivalent

Transition metals: electron configurations and oxidation states. Fundamentals of coordination chemistry. Crystal field theory. Spectral and magnetic properties of metal complexes. Chelating agents and applications in analytical chemistry, industrial processes and medicine.

70105**Legal Research**

4cp
Undergraduate

This subject aims to familiarise students with the basic tools available to engage in legal research. It includes an introduction to various paper-based resources (citations, digests, etc.).

Students are also introduced to the use of computerised systems as an aid to legal research. The emphasis is on Internet-based systems such as AustLII, Scale Plus and Butterworths Online. CD-ROM products are also briefly covered.

70113**Legal Process and History**

10cp
Undergraduate

This subject aims to introduce students to, and to provide students with, a sound working knowledge of the Australian legal and constitutional environment. The subject also aims to equip students with certain legal skills – in particular, the skills of case analysis, statutory interpretation, legal problem solving and critical analysis – which are essential to the study and practice of the law. Students are asked to consider what is law, who makes law, and how and why the law has developed in the way that it has. They will also examine the institutions that make up our legal system – the legislature, the Crown and the executive, the courts and the ‘legal players’ (the judge, the jury and the legal practitioner) – and explore the principles and doctrines that underpin our legal system. Further, they are asked to consider why our legal system is so different from that of some of our regional neighbours, and to evaluate the strengths and weaknesses of the common law legal system. Valuable insight into the way our legal system operates may be gained through using a historical approach, and this means delving back into English, as well as Australian, legal and constitutional history. Such an approach also facilitates refinement of critical analysis skills. At the end of the subject, students should have a fully developed understanding of the Western legal tradition, the place of common law in that system, and the ramifications of living under a Westminster parliamentary system as well as a federal system.

70211**Law of Contract**

8cp; prerequisite(s): 70113 Legal Process and History; corequisite(s): 70217 Criminal Law; 70105 Legal Research
Undergraduate

This subject deals with the legal principles related to binding promises, the difficulties arising out of their interpretation, how they may become defeasible, issues relating to their performance, and how they may be discharged. Topics covered include the formation of contracts (agreement, consideration, intention, writing); content and construction; vitiating factors (capacity, privity, mistake, misrepresentation, illegality, duress, undue influence, unconscionability); discharge by performance

and non-performance of contractual obligations (breach and frustration); and contractual remedies.

70217

Criminal Law

6cp; corequisite(s): 70113 Legal Process and History; 70105 Legal Research
Undergraduate

This subject deals with the substantive criminal law, the doctrines and rules that define the conditions of criminal liability and some aspects of the procedural law. Australian common law doctrine and the *Crimes Act 1900* (NSW) are considered. Topics include the nature of crime; the doctrine of *mens rea* and *actus reus*; presumption of innocence; offences against the person; property offences; strict liability; complicity; criminal defences; criminal investigation and procedure; and drug law.

70311

Law of Tort

8cp; prerequisite(s): 70113 Legal Process and History; corequisite(s): 70105 Legal Research; 70217 Criminal Law
Undergraduate

This subject discusses the functions and aims of the tort. It then examines the nature of tortious liability in the light of a selection of specific torts, namely, trespass to the person, goods and land; the action on the case for wilful injuries; conversion; negligence; nuisance; and defamation. Reference is also made to defences, vicarious liability and contribution between tortfeasors.

Attention is drawn to the relevance of the type of conduct complained of (intentional, reckless, careless); the nature of the various interests protected (personal security, chattels, land, reputation, economic interests, domestic relations); the adaptability of tort law to changing needs and values of society (thus the introduction, dominance and current perceived limitations of the fault concept); and the element of policy expressed or implied in judicial decisions.

70317

Real Property

8cp; prerequisite(s): 70211 Law of Contract; corequisite(s): 70311 Law of Tort
Undergraduate

Topics covered include agreements for sale of land; time for completion; Torrens title and priorities; old system, possessory, qualified and limited title; fixtures; trespass to land; co-ownership; easements; covenants; mortgages; and leases.

70318

Personal Property

4cp; prerequisite(s): 70211 Law of Contract; corequisite(s): 70311 Law of Tort
Undergraduate

Topics covered include classifications of personal property, choses in action and choses in possession; acquisition of title to goods; law of bailment; insurance; securities interests in chattels; and law of negotiable instruments, with particular reference to cheques.

70417

Corporate Law

8cp; prerequisite(s): 70317 Real Property
Undergraduate

The response of the law to the activities of business entities is dealt with in this subject. Although the emphasis is on corporations, there is a brief discussion of the manner in which non-corporate entities including partnerships are regulated. The study of corporations law includes an overview of the historical developments, the current method of regulation and the proposals for reform.

70516

Equity and Trusts

8cp; prerequisite(s): 70317 Real Property; corequisite(s): 70417 Corporate Law
Undergraduate

Equity is a body of rules or principles developed in the Court of Chancery before 1873. The doctrines of equity developed as a response to defects in the English common law system, defects which had resulted in rigidity and inflexibility. A knowledge of the principles of equity is therefore crucial to a complete understanding of the law in those areas of private law, particularly property and contract, where equity intervened to modify the operation of the rules of the common law. In that sense, the doctrines of equity form part of the law of contract or property. Equity also

developed remedies, such as the injunction, which were unknown to the common law and which have a continuing influence in public law as well as private law.

70616

Federal Constitutional Law

8cp; prerequisite(s): 70113 Legal Process and History; 70105 Legal Research; corequisite(s): 70211 Law of Contract
Undergraduate

This subject examines the effect of the Australian Constitution on the legal and fiscal relationship of the Commonwealth, States, and Territories. In order that students develop an understanding of the techniques of judicial review in the constitutional context, a range of powers given to the Commonwealth is examined. These include trade and commerce, corporations, taxation and external affairs. Other areas examined are explicit and implicit restrictions of power, the questions of inconsistency and intergovernmental relations. The general role of the High Court in Australian constitutional law is considered, along with the Separation of Powers Doctrine as it relates to the independence of the judiciary.

70617

Administrative Law

8cp; prerequisite(s): 70616 Federal Constitutional Law
Undergraduate

This subject deals with the supervision of the executive arm of government by the courts and by other statutory mechanisms. Topics include the grounds of review of administrative decisions, in particular natural justice; ultra vires; jurisdictional error and error of law; remedies available at common law upon judicial review, including the prerogative writs and equitable remedies; judicial review under the *Administrative Decision (Judicial Review) Act 1976* (Cwlth); a review of Commonwealth decisions under the *Administrative Appeals Tribunal Act 1976* (Cwlth); and the role and function of the Ombudsman. If time permits, freedom of information and privacy legislation will also be touched upon, and the role of the Independent Commission Against Corruption (ICAC).

71005

Practice and Procedure

4cp; prerequisite(s): 70516 Equity and Trusts
Undergraduate

Practice and Procedure is a core subject that develops the students' understanding of the process of litigation from the commencement of proceedings through to the final hearings. Topics include statements of claim in contracts and torts; defence, cross-claims and replies; equitable proceedings; particulars; discovery, inspection and interrogatories; notice of motion; drafting affidavits; subpoenas; and advocacy skills.

71116

Remedies

6cp; prerequisite(s): 70516 Equity and Trusts
Undergraduate

This subject deals with the range of court-ordered remedies available to a plaintiff in civil proceedings. The more common remedies are those administered at either common law or in equity: damages; equitable remedies (declarations, specific performance, injunctions, Anton Pillar orders, account, equitable damages); and statutory and common law remedies for deceptive conduct. Bankruptcy and insolvency is also considered.

71216

Law of Evidence

6cp; corequisite(s): 70516 Equity and Trusts
Undergraduate

This subject deals with adjectival law and the determination of how information may be presented to the court in litigation, when such information is admissible in evidence, and how the rules of proof are applied. The inclusionary rule of relevance, the various exclusionary rules (such as hearsay, opinion, tendency, coincidence, credibility, character, privilege), and the judicial discretion to exclude are studied, as well as the incidence of the burden of proof.

77715

Banking Law

6cp
Postgraduate

This subject is an advanced study of banking law concentrating on relations between the bank and its corporate customers. The following topics are examined: the regulatory framework within which banks operate; the relationship between the bank and the

customer; and the activities of banks, including cheques, bills of exchange, foreign currency lending, and secured and unsecured lending.

77745

Negotiation

6cp
Postgraduate

This subject is taught in a three-day skills-based course which is designed to provide an understanding of the theory and skills of negotiation. It covers the diverse approaches to negotiation, concentrating mostly on principled negotiation as taught by the Harvard Law Faculty's Negotiation Project. The course utilises materials from the Project. Students' skills in negotiation are developed. The subject covers the use of negotiation as a process of dispute resolution and for contract formation. Attendance at all three of the workshops and the final presentation seminar is compulsory.

77746

Advanced Mediation

6cp; corequisite(s): 77735 Dispute Resolution or 79771 Dispute Resolution (S) [or demonstrated experience in the field]
Postgraduate

This subject concentrates on the micro-skills of mediation at an advanced level. It is designed to give students an in-depth understanding of the detail of the skills and techniques used by experienced mediators. The skills are further developed to an advanced level. Co-mediation and mediation in multi-party disputes are taught.

77761

Dispute Resolution in Commerce

6cp; prerequisite(s): 79771 Dispute Resolution (S) or 77735 Dispute Resolution [or demonstrated experience in the field]
Postgraduate

This subject explores the application of dispute resolution theory and practical skills to the corporate environment. It explores the causes of conflict within a corporation, and between a corporation and the outside world. The range of dispute resolution processes is studied to ascertain their relevance and the problems in applying them to the various types of dispute that occur. Students have the opportunity to study the impediments to changing the dispute resolution culture of an organisation, and they are encouraged to build

models for implementing change in a range of corporate environments. The differences between implementation between the public and private sectors and between different sections of the corporate/business world are also explored.

77762

Industrial Dispute Resolution

6cp; corequisite(s): 77735 Dispute Resolution or 79771 Dispute Resolution (S) [or demonstrated experience in the field]
Postgraduate

This subject covers the history of industrial dispute resolution in Australia. It looks at the relevance of dispute resolution to the workplace and to the relationship between unions and management. As the latter is a new area for the use of mediation and dispute resolution in Australia, the subject seeks to develop a model process for such dispute resolution, particularly in view of the introduction of enterprise bargaining and the initiative to introduce mediation/dispute resolution into the industrial relations area in NSW. Input from industry is provided.

77783

International Commercial Dispute Resolution (S)¹

6cp
Postgraduate

Topics in this subject cover negotiation in international commercial disputes; cross-cultural commercial negotiations; transnational aspects of arbitration; arbitration as contract; statutory regulation of arbitration; international arbitration law; negotiating with Japan and a Middle-Eastern country; the role of dispute resolution centres; arbitration institutions; and drafting and analysing arbitration agreements. A compulsory component of the subject is a three-day skills workshop.

¹ This subject cannot be taken if 77751 International Commercial Arbitration has already been completed.

77838

Capital Gains Tax (LS)

12cp; prerequisite(s): 77885 Legal Process and Legal Research
Postgraduate

This subject involves an in-depth study of capital gains tax (CGT) including consideration of legislative amendments since the introduction of CGT. Most of the first semester is spent covering the CGT fundamentals such

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as the meaning of assets, capital proceeds, cost base and CGT events. The second semester considers the application of CGT in special circumstances, such as for trusts and partnerships as well as the international implications. Roll-overs and exemptions are also covered.

77840

Tax Administration (LS)

6cp; prerequisite(s): 77885 Legal Process and Legal Research or equivalent
Postgraduate

Access to timely and relevant tax-related information is crucial to the ATO's attempts to correctly assess taxpayers and to taxpayers' attempts to resist assessments. The subject critically analyses the rationale for and structure of the current tax administration system, and then proceeds to a detailed analysis of the key strategic elements of that system including tax audits, self-assessment, objections and appeals, and collection and recovery of unpaid tax. Alternatives for reform are also examined.

77859

Information Technology Law (LS)

6cp
Postgraduate

The subject looks at the current law and its future development to deal with new forms of intellectual property related to computing and electronic data transmission. It looks at the need for management to consider risk management of computer projects. It also looks at the problems posed by computer abuse and fraud for the legal system. It particularly emphasises the importance of law to the development of the high technology and computer industries for the future both nationally and internationally.

77886

Telecommunications and Media Law

6cp
Postgraduate

This subject provides a foundation for the understanding and evaluation of the manner in which telecommunications is regulated. It includes an examination of the history of the industry, the deregulation of the industry, the current regulatory regime as well as a comparative analysis on regulation of such services in other jurisdictions. Current topics such as bundling of monopoly services and the market for sports are explored.

77887

Legal Issues in e-Commerce

6cp
Postgraduate

This subject introduces the student to the legal issues surrounding new forms of commerce that have emerged as a result of new communications technologies. The subject focuses on the challenges to current legal doctrines and categories flowing from the phenomenal spread of digital technologies and electronic commerce, in particular, laws and policies surrounding regulation of communications, intellectual property, the law of contract and tort. The subject aims to provide both an insight into the challenges facing the legal system as well as a practical guide for those wishing to do business electronically.

77888

Legal Regulation of the Environment

6cp
Postgraduate

This subject examines the current state of environmental regulation in Australia, focusing on NSW. It looks at the obligations and opportunities for industry pursuant to their environmental responsibility and considers the alternatives to regulation, in terms of the application of economic instruments. It particularly emphasises ways in which new industries can develop within the context of environmental regulation.

77900

Good and Services Tax

6cp
Postgraduate

The course canvasses some basic principles and associated legal issues and issues relating to matters such as administration, liability, supply, taxable supply, GST-free supplies, input tax credits, bad debts, anti-avoidance and comparable jurisdictions.

77916

Law of Evidence for Insurance Investigators

6cp
Postgraduate

This subject deals with the manner whereby information may be presented to court in litigated matters, when such information is admissible in evidence and how the rules of

proof are applied. The subject addresses these fundamental elements from the perspective of those issues relevant to litigated insurance claims. The subject addresses these issues in the context of emerging alternative evidential media and the interaction between particular medium and contemporary privilege principles.

77917

Law of Tort for Insurance Investigators

6cp
Postgraduate

This subject discusses the nature of tortious liability and the component elements, identifying those specific torts frequently the subject of insurance-related litigation. An analysis is made of those areas of emerging torts and the fundamental societal shifts that are occurring to the concept of fault and the extent to which an insurance-based indemnity is available for the consequences of these risks. Students are introduced to the dimension of the Law of Torts, particularly directing attention to developing an understanding of the contemporary insurance contextual issues as may be encountered in the insurance investigation process.

77918

Criminal Law For Insurance Investigators

6cp
Postgraduate

This subject deals with the substantive criminal law, identifying the doctrines and rules that define the conditions of criminal liability in general and, specifically identifying those criminal risk exposures which may arise during the course of the insurance claim investigation and litigation processes. A principal focus is on the identification of appropriate evidential collection and management strategies relating to criminal offences, for use in the litigated insurance claims process.

77922

Insurance Law for Insurance Investigators

6cp
Postgraduate

This subject identifies and analyses the environment within which the Australian insurance industry functions and those particular legal principles governing the relationship between insurance and insured. Attention is directed to the insurance contract form as well as identifying the fundamental legal

principles which underpin the Australian insurance process. Particular emphasis is placed on the identification of those contractual related issues which may adversely impact upon the insurance litigated claims process and the development of effective strategies for the management of those issues.

77923

Legal Aspects of Forensic Science for Insurance Investigators

6cp
Postgraduate

This subject provides a broad overview of the legal framework within which forensic science is carried out in Australia rather than concentrating on the specific technical aspects and techniques of forensic science. Topics covered include the function of experts, their role in the legal system, the obligations and expectations which the courts place on forensic scientists, judicial admissibility of their evidence and also ethical considerations constraining the practice of forensic science. These topics are discussed in the context of a number of case studies drawn from practice.

77938

Introduction to Taxation Law

6cp
Postgraduate

The subject provides an introduction to fundamental concepts and the basic structure of taxation in Australia. Emphasis is on the key concepts of income and deductions, and the subject explores practical application of these concepts to individuals, companies, trusts and partnerships. The subject also introduces specific regimes including CGT, FBT, and international taxation. Tax avoidance, administration and other current topics are also addressed.

77943

International Taxation Law 2

6cp
Postgraduate

International tax planning is one of the key elements in any strategy of expansion. The appropriate tax advice helps avoid pitfalls. This subject covers issues such as the tax treatment of non-residents – industry provisions, royalties, sales in Australia by overseas manufacturers and merchants, ex-Australian profits; withholding tax – interpretative provisions, deemed interest, exclusions,

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recoupment and anti-avoidance legislation, dividends and interest and international tax avoidance; transfer pricing – anti-avoidance legislation, key elements of Division 13, and administrative provisions; among others.

77949

International Business Law

6cp

Postgraduate

This subject examines aspects of the law of the international sale of goods; aspects of the legal environment of the conduct of business abroad; international economic institutions; Australia and its major trading partners; aspects of the anti-trust legislation and incentives to export; fiscal aspects of trade; the protection of Australian industry; foreign investment law; and the transnational corporation.

77953

International Taxation Law 1

6cp

Postgraduate

A comprehensive explanation of the important issues within the international environment of business is provided. The subject places emphasis on the more important taxation issues, and responds to new issues as they arise.

79009

Introduction to Insolvency Law

6cp; prerequisite(s): 79203 Business Law and Ethics

Undergraduate

The aim of this subject is to introduce students to the history of bankruptcy; the law and practice of bankruptcy; the purposes of bankruptcy legislation; and procedures to be followed. The subject also compares the roles of the trustee in bankruptcy with those of corporate liquidators and the broader issues of insolvency law.

79010

Corporate Insolvency and Administration

6cp; prerequisite(s): 79203 Business Law and Ethics

Undergraduate

Topics covered in this subject include administration; proof of debts; mutual credit and set-off; secured creditors; property available to creditors; distribution and priority of debts; corporate insolvency (winding up); and voluntary administration.

79011

Law for Marketing Management

6cp; prerequisite(s): 79203 Business Law and Ethics

Undergraduate

The aim of this subject is to provide students with a sound knowledge of the relevant federal and State laws which affect business decisions in the field of marketing and to provide them with an understanding of the complex laws regulating marketing activities. Topics covered include: consumer protection; product liability; product safety and standards; intellectual property; the regulation of competition; and risk assessment and compliance strategies.

79012

Securities Market Regulation

6cp; prerequisite(s): 79203 Business Law and Ethics; 79365 Company Law

Undergraduate

The objectives of this subject are to develop an understanding of the regulatory legal and financial nature of securities markets including the process of regulation and the various players involved, and an understanding of the different theoretical frameworks within which regulations can be analysed. Topics covered include: the process of regulation; the role of the legal regulators; the role of ethics upon the market; regulatory theories; market manipulation; insider trading; takeovers; information disclosure; and creative accounting.

79013

Industrial and Labour Law

6cp; prerequisite(s): 79203 Business Law and Ethics

Undergraduate

The aim of this subject is to provide students with an awareness and understanding of the legal background to employer–employee relations and the industrial system as it operates, and is changing, within Australia. Topics covered include industrial tribunals; awards; industrial action; trade unions and employer organisations; collective bargaining; and workers' compensation.

79014

Company Law

6cp; prerequisite(s): 79203 Business Law and Ethics

Undergraduate

This subject is designed to provide students with a sound understanding of fundamental aspects of company law as it applies to the

modern business corporation. Topics covered include: incorporation; corporate constitution; promotion and pre-incorporation; company membership; duties of controlling shareholders; the raising of equity and debt; companies in difficulty; accounts and audit; reorganisation; takeovers; and investigations.

79015

Banking Law

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

This subject aims to provide students with an understanding of the manner in which banking institutions are regulated, dealing with the changes following the deregulation of banking. Topics covered include: a historical introduction to the law relating to banking; the statutory regulation of banking; the banker–customer relationship; negotiable instruments; and the provision of loans and other banking facilities.

79016

Advanced Companies and Securities Law

6cp; prerequisite(s): 79203 Business Law and Ethics; 79365 Company Law
Undergraduate

As an advanced elective subject, the aim is to examine in depth certain selected topics, with an emphasis on the practical and comprehensive treatment of topical areas, and to develop an understanding of the operations of the securities market and the Australian Securities Commission. Topics could include the following: the areas regulated by the Corporations Law; securities regulation; the broker–client relationship; the control of improper activities relating to takeovers; investigation and market manipulations; and the simplification reform program.

79017

Taxation Law

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

This subject aims to develop students' conceptual and analytical skills and an appreciation of the Australian tax system. It provides a general analysis of the current tax system and consideration of the many changes it is presently undergoing. The course looks at the *Income Tax Assessment Act 1936* and the *Income Tax Assessment Act 1997*, the Tax Law Reform

Project and the New Tax System. Particular concepts to be considered include income and capital, assessable income, allowable deductions, capital gains tax, fringe benefits tax, goods and services tax, trusts, partnerships, tax accounting, tax planning and anti-avoidance provisions.

79018

Advanced Commercial Law

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

Students are taught to develop a knowledge of business contractual obligations and their application to specific transactions. Topics include: sale of goods; consumer protection; product liability; negligence; trusts; partnerships; agency; insurance; credit; negotiable instruments; and bankruptcy.

79019

Corporate Environmental Responsibility

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

This subject examines environmental law issues as they relate to the business community. Topics covered include: international environmental law; ESD; precautionary principle; natural resources management; pollution; waste management; liability of corporate officers; risk management; environmental audits; due diligence; taxes; and tradeable permits.

79020

Business Bankruptcy

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

This subject aims to provide students with an appreciation of the requirements for those appointed to act as receivers and managers and to alert students to alternatives to insolvency. Topics include how and why receivers are appointed, the role of trustees in bankruptcy, and aspects of personal and partnership bankruptcies.

79021

International Aspects of Australian Taxation Law

6cp; prerequisite(s): 79203 Business Law and Ethics
Undergraduate

This subject focuses on aspects of international tax planning. Although topics vary from time to time, they could include an

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analysis of the concept of residence and source of income, taxation of multinational staff, the taxation of offshore royalties, the operation of double tax arrangements, transfer pricing and anti-avoidance provisions and international tax planning.

79022

GST and Other Indirect Taxes

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

This subject examines the goods and services tax (GST) and its effect on the Australian Tax System. It analyses overseas experience with other indirect tax systems and examines the basic principles of current indirect taxes in Australia and their practical implications. Besides looking at the implementation of the GST, the subject also looks at the flow on effect for existing taxes such as payroll tax, sales tax, land tax and stamp duty.

79102

Law and the Digital Economy

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

This subject introduces the student to the legal issues surrounding new forms of commerce that have emerged as a result of new communications technologies. The subject focuses on the challenges to current legal doctrines and categories flowing from the phenomenal spread to digital technologies and electronic commerce, in particular, laws and policies surrounding regulation of communications, intellectual property, and the law of contract and tort. The subject aims to provide both an insight into the challenges facing the legal system, as well as a practical guide for those wishing to do business electronically.

79203

Business Law and Ethics

6cp
Undergraduate

Business Law and Ethics provides the fundamental foundation for all future law subjects in the Bachelor of Business. It covers Australian and international commercial relationships in contract and consumer protection, as well as developing laws, such as intellectual property. Students learn legal research techniques involving the Internet and paper-based library resources and focus on skills and developing general principles that can be applied to all areas of law, both now and in the future. In

particular, the subject focuses on resolving personal and professional ethical dilemmas, as well as the choice of resolving commercial disputes in and outside the court system.

79403

Law and the Manager

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

This subject attempts to apply a selective number of legal topics to areas of interest to both public and private sector managers and aims to highlight a range of legal situations that directly affect managers. Topics covered include employment law; decision making and the legal consequences of decisions; administrative law; alternative dispute resolution; and intellectual property, computers and the law.

79404

Law for Third Sector Managers

6cp
Undergraduate

This subject is designed to provide a basic understanding of the many strands of law that affect community managers in their work. An introduction to the legal system is followed by consideration of areas of contract, company, taxation, employment and tort law that are relevant to community managers.

79502

Law and Finance

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

In this subject students are introduced to a number of relevant aspects of law relating to private sector financing, an area of law that has undergone dramatic changes over recent years, becoming more sophisticated, complex and diverse. Topics could include an evaluation of the different methods of secured and unsecured financing, liability for financial advice, taxation aspects of financing and financial restructuring.

79603

International Business Law and Regulation

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

Students are introduced to those legal rules that most directly affect traders doing business where there is an international element involved. The subject focuses on

matters relating to the formation of contracts in international business transactions, municipal and international regulation of such transactions, resolution of disputes with regard to contracts, and international tortious liability.

79606

Advanced Taxation Law

6cp; prerequisite(s): 79203 Business Law and Ethics Undergraduate

Advanced Taxation Law focuses on questions of tax planning, tax administration and anti-avoidance. The aim of this subject is to consider issues that are topical, controversial and important. Because of this, the content and style of the subject will change from year to year, reflecting developments and changed emphases. Topics include changes to income tax and capital gains tax, fringe benefits tax and salary packaging, taxation of retirement payments and superannuation funds, liability for professional negligence, tax ethics and tax agents.

79708

Contemporary Business Law

6cp
Postgraduate

This subject provides students with an understanding of the legal system and a knowledge of a range of legal topics that are of practical relevance to managers. It provides timely information on recent developments in commercial contracts and trade practices legislation, consumer protection, environmental law, intellectual property, employment and anti-discrimination law.

Note: This subject cannot be taken if 77885 Legal Process and Legal Research or 72100 Legal Process has been completed.

79771

Dispute Resolution (S)

6cp
Postgraduate

An introduction to the theoretical and practical aspects of this newly developing area which is applicable to all professions, business and government. It is designed to give an overview of the mediation process, dispute prevention, dispute management and dispute systems. It will provide instruction in dispute system design. Dispute resolution theory is introduced together with the background to the mediation movement and negotiation

theory, communication skills and critiques of ADR. A compulsory component of the course is a four-day mediation training workshop.

79794

Legal Issues for Community Managers

6cp
Postgraduate

Topics covered in this subject include: introduction to the legal system; constitutional aspects; the nature of legal rules; the legislative framework for actions against public or community managers (e.g. tort, contract); particular aspects of law relating to public employment; the employment of professionals; aspects of the law concerning legal forms available for community organisations; and the tax treatment and responsibilities of boards of managers and trustees.

Note: This subject cannot be taken if 79793 Law for Managers – Health or 79749 Law for Managers – Administration have already been completed.

85208

Reconciliation Studies

6cp
Undergraduate

Reconciliation is a key strategy for a sustainable future for Australia. By reconciliation we mean creating 'a united Australia which respects this land of ours; values the Aboriginal and Torres Strait Islander heritage; and provides justice and equity for all' (Council for Aboriginal Reconciliation, 1992). Reconciliation Studies introduces students to the challenges of this process. Core reconciliation issues are investigated and discussed, drawing on relevant life experiences, academic research and professional practice. Skills in applying reconciliation principles in a professional field, industry or community are developed, including the use of cultural plurality and diversity of perspectives found in reference material and the classroom.

85210

Reconciliation Studies

6cp
Postgraduate

For subject description, see 85208 Reconciliation Studies.

91518

Physiological Foundations of Health 1

6cp

Undergraduate

Introduces anatomy and physiology; levels of organisation; and homeostasis. Endocrine system – the major endocrine glands and their hormones; and hormone disorders. Integumentary system – skin structure and function; specific and non-specific defence mechanisms; and wound healing. Musculoskeletal system – bone structure; organisation of the axial and appendicular skeleton; joints; muscular system; muscle tissues; principal skeletal muscles; and muscles and movement. Reproductive systems and development – anatomy of male and female reproductive systems; mitosis and meiosis; formation of gametes and fertilisation; hormones and the female reproductive cycle; pregnancy; and an overview of embryonic and foetal development including development of major organ systems. Measurement – scientific notation and basic mathematics. Electricity – static electricity; electric currents; magnetism; and applications of electricity in the hospital and electrical safety. Heat and temperature – heat transfer and temperature regulation of the body. The building blocks of life – molecular and ionic compounds. Ions in the body – electrolytes, acids; bases; and salts. How atoms join together to form molecules – obeying the rules of valence; polar and non-polar bonds; forces of attraction between molecules; Hydrocarbons and lipids; and the structure of lipid bilayers.

91520

Pathophysiology 1

6cp

Undergraduate

Cellular homeostasis and normal cellular growth and development; diseases of the blood; the immune system and its role in resistance to disease; the main groups of micro-organisms which affect humans, their epidemiology and methods of limiting their spread and controlling infection; and alterations in nutrition and metabolism.

91521

Pathophysiology 2

6cp; prerequisite(s): 91520 Pathophysiology 1

Undergraduate

The major classes of cardiovascular disorders and their evolution from normal control mechanisms; the major respiratory disease processes and their relationship to normal respiratory function and defence mechanisms; the major renal disorders including acute and chronic renal failure; the major types of fluid and electrolyte disturbances and their contribution to altered homeostasis; alterations in nervous system function; and basic principles of pharmacology with specific emphasis on drugs used in the treatment of cardiovascular, respiratory, renal and nervous system disorders.

92112

Health Care in Australia

6cp

Undergraduate

Examines the Australian health care system and its history. Discusses federal and State responsibilities, how health policy is made and enacted, political ideologies and health care provision, the relationship between policy and power in health service provision. Considers the organisation and the delivery of health care services at a macro level, conflicts in resource allocation and the public vs private debate.

92113

Trends in Health Care

6cp

Undergraduate

Explores trends in both health policy and health service provision. Considers the demographic and epidemiological characteristics of the Australian population and the influence these have on health service provision; current federal and State initiatives directed at meeting the needs of identified population groups; and the role and the impact of technology.

92114**Health Services Management**

6cp
Undergraduate

Explores organisational structures in health care. Considers the nature of interprofessional relationships in health care, changes in the role and function of health care managers and the nature of hospitals, their structure, funding and service provision. Government policy in health service funding, the relationship between health outcomes, bureaucracy and professional socialisation are also discussed.

92115**Health Planning and Evaluation**

6cp
Undergraduate

Discusses a range of issues relating to planning and evaluating health care services including workforce planning, outcome measures in health, best practice, peer review, professional associations, and disciplinary bodies and procedures.

92775**Contemporary Issues in Health Care**

6cp
Postgraduate

This subject aims to expand the student's awareness and understanding of current health care issues, in particular, those issues that impact on their work practices and environment. Students will have the opportunity to explore relevant issues and critical inquiry are encouraged in relation to the effects of these issues on the organisation and delivery of health care. Students may negotiate a program of study that permits an in-depth exploration of an issue which is critical to their area of practice or work.

92790**Evidence-based Practice**

6cp
Postgraduate

This subject aims to expand students' understanding of, and commitment to, the development of evidence-based nursing and midwifery practice. Students are given the opportunity to develop a broad understanding of quantitative approaches to nursing research without becoming preoccupied with statistical analysis. Having completed the subject, students will be able to evaluate research findings and extract their clinical relevance.

92794**Power and Politics in Health Care¹**

6cp
Postgraduate

This subject aims to expand the student's awareness and understanding of current health care issues, in particular, those issues that impact on their work practices and environment. Students have the opportunity to explore relevant issues and critical inquiries are encouraged in relation to the effects of these issues on the organisation and delivery of health care. Students may negotiate a program of study that permits an in depth exploration of an issue which is critical to their area of practice.

¹ Formerly 92794 Politics, Power and Policies in Health Care.

INTERNATIONAL STUDIES SUBJECTS

Language programs

971111, 972111, 973111, 974111

Chinese Language and Culture

The Chinese program is open to students who are either complete beginners, who first learnt Chinese at secondary school level in Australia or who already have a working knowledge of Chinese characters and communicative competence in a Chinese language other than Modern Standard Chinese. There are three points of entry into this program: Chinese 1 for complete beginners; Chinese 3 for students who have successfully completed HSC 2/3-unit Chinese; and Chinese 7 for students who have a working knowledge of Chinese characters, as well as communicative competence in a Chinese language other than Modern Standard Chinese. Students in the combined degree take four consecutive units in the program, usually either units 1–4, 3–6 or 7–10, determined by their point of entry. Other programs may be negotiated according to the student's level of proficiency.

The Chinese language program is designed to provide students with the communicative skills necessary to undertake In-country Study in China. A communicative approach is adopted for classroom instruction and students are expected to participate fully in class activities in the process of acquiring practical language skills. The teaching incorporates an introduction to Chinese culture and helps students to appreciate the wider cultural ramifications of Chinese in various contexts. The program lays a solid foundation for further cultural studies in Chinese.

Chinese Unit 1

8cp; prerequisite: nil

Chinese 1 aims to develop in students a survival communicative ability in basic social interactions. It teaches students *Pinyin*, the official transcription system, as a guide to the pronunciation of the Chinese language, and some basic structures and devices of the language. Students are expected to know about 300 Chinese characters by the end of this unit.

Chinese Unit 2

8cp; prerequisite: Chinese Unit 1

Chinese 2 continues to develop in students a survival communicative ability in basic social interactions. It also introduces students to some of the basic structures and devices of the language. Students are expected to know about 600–800 Chinese characters by the end of this unit.

Chinese Unit 3

8cp; prerequisite: Chinese Unit 2 or HSC 2/3-unit Chinese

Chinese 3 is the entry point for students who have completed HSC 2/3-unit Chinese and who first learnt Chinese at school in Australia.

Chinese 3 aims to further develop students' oral communicative competence in basic social interactions. More written texts are gradually introduced to enhance the ability of students to use Chinese characters. The basic structures and devices of the language are reinforced. Students are expected to know about 1,200 Chinese characters by the end of this unit.

Chinese Unit 4

8cp; prerequisite: Chinese Unit 3

Chinese 4 is the second unit for students who have completed HSC 2/3-unit Chinese.

Chinese 4 aims to further develop students' communicative competence in basic social interactions. More written texts are introduced to enhance the ability of students to use Chinese characters. The basic structures and devices of the language are also reinforced. Students are expected to know about 1,600 Chinese characters by the end of this unit.

Chinese Unit 5

8cp; prerequisite: Chinese Unit 4

Chinese 5 is the third unit for students who first learnt Chinese at school in Australia and obtained HSC 2/3-unit Chinese.

Chinese 5 aims to further develop students' communicative competence in general social interactions. While reinforcing the macro-skills of reading, writing, listening and speaking, this unit focuses on practical writing skills. Students are expected to know about 2,000 Chinese characters by the end of this unit.

Chinese Unit 6

8cp; prerequisite: Chinese Unit 5

Chinese 6 is the fourth subject for students who have obtained HSC 2/3-unit Chinese with basic communicative skills and the ability to undertake In-country Study in China.

Chinese 6 aims to further develop students' communicative competence in general social interactions. While reinforcing basic structures and devices of the language, this unit further develops students' writing skills. Students are expected to know about 2,500 Chinese characters by the end of this unit.

Chinese Unit 7

8cp; prerequisite: a working knowledge of Chinese characters as well as communicative competence in a Chinese language other than Modern Standard Chinese.

Chinese 7 is for students who have a working knowledge of Chinese characters as well as communicative competence in a Chinese language other than Modern Standard Chinese.

This unit aims to develop communicative competence to meet students' needs in social and professional interactions where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Simplified characters, pronunciation, intonation and situational Chinese usages are the focus of class instruction.

Chinese Unit 8

8cp; prerequisite: Chinese Unit 7 or equivalent

This unit aims to develop a communicative competence at a more sophisticated level. Students are exposed to a range of Chinese texts in varied sociocultural contexts in order to master the use of Chinese for different purposes, and are provided with opportunities to further improve speaking and listening skills through discussions of the texts and making cross-cultural comparisons.

Chinese Unit 9

8cp; prerequisite: Chinese Unit 8 or equivalent

This unit aims to develop in students a high level of communicative competence required for understanding various electronic and published media articles, correspondence and texts related to contemporary society where Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range of Chinese texts in order to master the use of Chinese for different purposes, and are provided with opportunities to maintain speaking and listening skills through discussion of the texts.

Chinese Unit 10

8cp; prerequisite: Chinese Unit 9 or equivalent

This unit aims to further develop in students a high level of communicative competence in reading and writing to meet students' needs in social and professional interactions. Modern Standard Chinese (also known as Mandarin, *Putonghua* or *Guoyu*) is used. Students are exposed to a range of diverse texts from modern Chinese literature, history, language and culture in order to master the use of written Chinese for different purposes, and are provided with further opportunities to maintain speaking and listening skills through discussion of the texts.

**971411, 972411, 973411, 974411
French Language and Culture**

French is a language program for students who are either complete beginners or who first learnt French at school. There are two points of entry; the first for complete beginners; the second for students who have successfully completed HSC 2/3-unit French, or its equivalent. Students in the combined degree take four units in the program, either units 1–4 (beginners) or 3–6 (post-HSC), determined by their point of entry. Students with a language competence in French that is higher than the program may be able to undertake further studies in French at other universities in the Sydney area through arrangements made by the Institute.

The language program covers a broad range of communicative situations relevant to daily interaction in French. The focus is on the development of speaking, listening, reading and writing skills appropriate to the situations that students are likely to encounter. Vocabulary and grammar cover a range of themes and are presented using written and audiovisual materials.

Upon successful completion of the program, students are expected to be able to communicate about familiar things, events and opinions and to have developed skills and strategies for continuing their learning of the language in French-speaking environments. Those students with prior knowledge of French entering the program at a higher level are expected to communicate comfortably on a wide range of topics, with the ability to adjust their language according to social variables such as formality, age and status. Each unit is covered in 13 weeks in one semester. There are six hours of language classes per week. Some of the class time may be conducted in the Learning Resources

Centre using computers and the language laboratory.

French Unit 1

8cp; 1st semester, prerequisite: nil

French 1 is the first in a series of four units designed to provide students who have no prior knowledge of the French language with basic survival skills in language and culture, and the ability to undertake In-country Study in France.

By the end of the unit, students are expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. In particular, students gain an awareness of the background of French-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways to express new meanings.

The approach adopted is communicative and provides students with many opportunities to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

French Unit 2

8cp; 2nd semester, prerequisite: French Unit 1 or equivalent

French 2 is the second in a series of four units designed to provide students who have no prior knowledge of the French language with basic survival skills in language and culture, and the ability to undertake In-country Study in France.

By the end of the unit, students are expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing and be able to satisfy immediate communication needs and minimum courtesy requirements required in basic social interaction. Students also develop an understanding of the sociocultural contexts in which the language is used and develop further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

French Unit 3

8cp; 1st semester, prerequisite: French Unit 2, HSC French, or equivalent

French 3 is the third in a series of four units for students with no prior knowledge of the French language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit French, or its equivalent. It provides students with basic survival skills in French language and culture, and the ability to undertake In-country Study in France.

By the end of the unit, students are expected to have achieved communicative competence in speaking, listening, reading and writing skills to be able to satisfy all 'survival' needs and limited social needs. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this unit, students develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

French Unit 4

8cp; 2nd semester, prerequisite: French Unit 3 or equivalent

French 4 is the fourth in a series of four units for students with no prior knowledge of the French language, or the second in a series of four units for students who have successfully completed French 3, HSC 2/3-unit French, or its equivalent; and equips these students with basic survival skills in French language and culture and the ability to undertake In-country Study in France.

By the end of the unit, students are expected to have begun to develop the communication skills required to satisfy limited routine social or work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

French Unit 5

8cp; 1st semester, prerequisite: French Unit 4 or equivalent

French 5 is the third in a series of four units designed to provide students who have successfully completed French 4, HSC 2/3-unit French, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in France.

By the end of the unit, students are expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in speaking, listening, reading and writing skills. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in French and to compare lifestyles, university life and education and practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers are used to facilitate learning.

French Unit 6

8cp; 2nd semester, prerequisite: French Unit 5 or equivalent

French 6 is the fourth in a series of four units designed to provide students who have successfully completed French 5, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in France.

By the end of the unit, students are expected to have achieved the communicative competence required for limited formal and informal conversations on practical and social topics. Students are also expected to have developed the ability to read and write with sufficient accuracy to meet a limited range of social needs and limited work needs. Language development focuses on topics such as economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers are used to facilitate learning.

French Unit 7

8cp; 1st semester, 4hpw; prerequisite: French Unit 6

French 7 is designed to provide students who have successfully completed French 6, or its equivalent, with the ability to consolidate and extend their knowledge of French in preparation for a period of In-country Study in France.

By the end of the unit, students are expected to be able to communicate confidently in French in a wide variety of everyday situations, and to have comprehension skills which enable them to read a wide variety of authentic materials in French. Students are expected to extend their knowledge of present-day French society and culture and to have acquired the vocabulary and linguistic structures necessary to participate in formal and informal conversations with considerable accuracy.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use French to respond to authentic texts and to discuss set topics. Students are required to read extensively in preparation for classroom presentations and discussions.

French Unit 8

8cp; 2nd semester, 4hpw; prerequisite: French Unit 7

French 8 is designed to provide students who have successfully completed French 7, or its equivalent, with the ability to consolidate and extend their knowledge of French in preparation for a period of In-country Study in France.

By the end of the unit, students are expected to demonstrate the linguistic skills and cultural awareness required to engage appropriately in a range of formal and informal discussions in social, professional and educational contexts.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use French to discuss set topics and to respond to authentic texts, television programs and films. Students are required to read extensively in preparation for classroom presentations and discussions.

971421, 972421, 973421, 974421 German Language and Culture

German is a language program for students who are either complete beginners or who first learnt German at school. There are two points of entry: the first for complete beginners; the second for students who have successfully completed HSC 2/3-unit German, or its equivalent. Students in the combined degree take four units in the program, either units 1–4 (beginners) or 3–6 (post-HSC), determined by their point of entry. Students with a language competence in German that is higher than the usual level accepted in the program may be able to undertake further studies in German at other universities in the Sydney area through arrangements made by the Institute.

The language program covers a broad range of communicative situations relevant to daily interaction in German. The focus is on the development of speaking, listening, reading and writing skills appropriate to the situations that students are likely to encounter. Vocabulary and grammar cover a range of themes.

Upon successful completion of the program, students are expected to be able to communicate about familiar things, events and opinions and to have developed skills and strategies for continuing their learning of the language in German-speaking environments. Those students with prior knowledge of German entering the program at a higher level are expected to communicate comfortably on a wide range of topics, with the ability to adjust their language according to social variables such as formality, age and status. Each unit is covered in 13 weeks in one semester. There are six hours of language classes per week. Some of the class time may be conducted in the Learning Resources Centre using computers and the language laboratory.

German Unit 1

8cp; 1st semester, prerequisite: nil

German 1 is the first in a series of four units designed to provide students who have no prior knowledge of the German language with basic survival skills in German language and culture, and the ability to undertake In-country Study in Germany.

By the end of the unit, students are expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have

learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. Students gain, in particular, an awareness of the background of German-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways of expressing new meanings.

The approach adopted is communicative and provides students with many opportunities to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

German Unit 2

8cp; 2nd semester, prerequisite: German Unit 1 or equivalent

German 2 is the second in a series of four units designed to provide students with no prior knowledge of the German language with basic survival skills in German language and culture, and the ability to undertake In-country Study in Germany.

By the end of the unit, students are expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing and be able to satisfy immediate communication needs and minimum courtesy requirements required in basic social interaction. Students also develop an understanding of the sociocultural contexts in which the language is used and further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers may be used to facilitate learning.

German Unit 3

8cp; 1st semester, prerequisite: German Unit 2, HSC German, or equivalent

German 3 is the third in a series of four units for students with no prior knowledge of the German language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit German, or its equivalent. It provides students with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students are expected to have achieved the communicative competence in speaking, listening, reading and

writing skills to be able to satisfy all 'survival' needs and limited social needs. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this unit, students also develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

German Unit 4

8cp; 2nd semester, prerequisite: German Unit 3 or equivalent

German 4 is the fourth in a series of four units for students with no prior knowledge of the German language, or the second in a series of four units for students who have successfully completed German 3, HSC 2/3-unit German, or its equivalent. It provides them with basic survival skills in German language and culture and the ability to undertake In-country Study in Germany.

By the end of the unit, students are expected to have begun to develop the communication skills required to satisfy limited routine social and work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

German Unit 5

8cp; 1st semester, prerequisite: German Unit 4 or equivalent

German 5 is the third in a series of four units designed to provide students who have successfully completed German 4, HSC 2/3-unit German, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Germany.

By the end of the unit, students are expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in

speaking, listening, reading and writing skills. Students would have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in German when comparing lifestyles, university life and education and to practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers are used to facilitate learning.

German Unit 6

8cp; 2nd semester, prerequisite: German Unit 5 or equivalent

German 6 is the fourth in a series of four units designed to provide students who have successfully completed German 5, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Germany.

By the end of the unit, students are expected to have achieved the communicative competence required to speak the language with reasonable accuracy, and to be able to participate readily in limited formal and informal conversations on practical and social topics. Students are also expected to have developed the ability to read and write with sufficient accuracy to meet a limited range of social needs and limited work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, and literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers are used to facilitate learning.

German Unit 7

4cp; 1st semester, prerequisite: German Unit 6

German 7 is designed to provide students who have successfully completed German 6, or its equivalent, with the ability to consolidate and extend their knowledge of the German language in preparation for a period of In-country Study in Germany.

By the end of the unit, students are expected to be able to communicate confidently and with a high level of accuracy in German in a wide

range of formal and informal conversations, and to have comprehension skills which enable them to read a wide variety of authentic materials in German. Students are expected to be able to read and write for academic and general purposes with sufficient accuracy to meet a wide range of social and academic needs.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use German to respond to authentic texts and to discuss set topics. Students are required to read extensively in preparation for classroom presentations and discussions.

German Unit 8

4cp; 2nd semester, prerequisite: German Unit 7

German 8 is designed to provide students who have successfully completed German 7, or its equivalent, with the ability to consolidate and extend their knowledge of German in preparation for a period of In-country Study in Germany.

By the end of the unit, students are expected to have achieved a high level of proficiency and speak the language with a high level of accuracy. They are able to participate in a wide range of formal, informal and academic conversations on topics such as the economy, gender roles, social life, politics and current issues. They also learn about academic writing and develop academic skills such as note taking and essay writing in German. They are expected to read and write academic and general texts with a high degree of accuracy to meet a wide range of social and academic needs.

The classroom approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use German to discuss set topics and to respond to authentic texts, television programs and films. Students are required to read extensively in preparation for classroom presentations and discussions.

971710, 972710, 973710, 974710 Greek

Greek is offered to UTS students through arrangements with other universities. Students are placed in classes appropriate to their level of competence. The program focuses on furthering writing and oral skills in contemporary Greek and learning about Hellenic literature, society and culture.

971311, 972311, 973311, 974311 Indonesian Language and Culture

Indonesian is offered to UTS students through arrangements with other universities. Students are placed in classes appropriate to their level of competence. The aim of the Indonesian language program is to give students a good working knowledge of modern written and spoken Indonesian and to enable them to express themselves in the language correctly and with reasonable clarity.

971431, 972431, 973431, 974431 Italian Language and Culture

Italian is a language program for students who are either complete beginners or who first learnt Italian at school. There are two points of entry: the first for complete beginners; the second for students who have successfully completed HSC 2/3-unit Italian, or its equivalent. Students in the combined degree take four units in the program, either units 1–4 (beginners) or 3–6 (post-HSC), determined by their point of entry. Students with a language competence in Italian that is higher than the program may be able to undertake further studies in Italian at other universities in the Sydney area through arrangements made by the Institute.

The language program covers a broad range of communicative situations relevant to daily interaction in Italian. The focus is on the development of speaking, listening, reading and writing skills appropriate to the situations that students are likely to encounter. Vocabulary and grammar cover a range of themes and are presented using written and audiovisual materials.

Upon successful completion of the program, students are expected to be able to communicate about familiar things, events and opinions and to have developed skills and strategies for continuing their learning of the language in Italian-speaking environments. Those students with prior knowledge of Italian, who are entering the program at a higher level, are expected to communicate comfortably on a wide range of topics, with the ability to adjust their language according to social variables such as formality, age and status. Each unit is covered in 13 weeks in one semester. There are six hours of language classes per week.

Italian Unit 1

8cp; 1st semester, prerequisite: nil

Italian 1 is the first in a series of four units designed to provide students who have no prior knowledge of the Italian language with basic survival skills in Italian language and culture, and the ability to undertake In-country Study in Italy.

By the end of the unit, students are expected to have achieved 'minimum creative proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. In particular, students gain an awareness of the background of Italian-speaking countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways of expressing new meanings.

The approach adopted is communicative and provides students with many opportunities to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

Italian Unit 2

8cp; 2nd semester, prerequisite: Italian Unit 1 or equivalent

Italian 2 is the second in a series of four units designed to provide students who have no prior knowledge of the Italian language with basic survival skills in Italian language and culture, and the ability to undertake In-country Study in Italy.

By the end of the unit, students are expected to have achieved 'basic transactional proficiency' in speaking, listening, reading and writing, and be able to satisfy immediate communication needs and minimum courtesy requirements for basic social interaction. Students also develop an understanding of the sociocultural contexts in which the language is used and further communication strategies.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

Italian Unit 3

8cp; 1st semester, prerequisite: Italian Unit 2, HSC Italian, or equivalent

Italian 3 is the third in a series of four units for students with no prior knowledge of the Italian language, or the first in a series of four units for students who have successfully completed HSC 2/3-unit Italian, or its equivalent. It provides them with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students are expected to have achieved the communicative competence in speaking, listening, reading and writing skills to be able to satisfy all 'survival' needs and limited social needs. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this unit, students also develop the ability to understand the general content of magazine and newspaper articles.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

Italian Unit 4

8cp; 2nd semester, prerequisite: Italian Unit 3 or equivalent

Italian 4 is the fourth in a series of four units for students with no prior knowledge of Italian language, or the second in a series of four units for students who have successfully completed Italian 3, HSC 2/3-unit Italian, or its equivalent. It provides them with basic survival skills in Italian language and culture and the ability to undertake In-country Study in Italy.

By the end of the unit, students are expected to have begun to develop the communication skills required to satisfy limited routine social and work demands related to the situation covered. Students would also have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required e.g. to find accommodation.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

Italian Unit 5

8cp; 1st semester, prerequisite: Italian Unit 4 or equivalent

Italian 5 is the third in a series of four units designed to provide students who have successfully completed Italian 4, HSC 2/3-unit Italian, or its equivalent, with the ability to consolidate and extend their knowledge of the Italian language and culture during a period of In-country Study in Italy.

By the end of the unit, students are expected to have achieved the communicative competence required to satisfy routine social demands and limited work requirements in speaking, listening, reading and writing skills. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in Italian while comparing lifestyles, university life and education and practice interview techniques in preparation for In-country Study.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set topics. Audiovisual equipment and computers are used to facilitate learning.

Italian Unit 6

8cp; 2nd semester, prerequisite: Italian Unit 5 or equivalent

Italian 6 is the fourth in a series of four units designed to provide students who have successfully completed Italian 5, or its equivalent, with the ability to consolidate and extend their knowledge of the Italian language and culture during a period of In-country Study in Italy.

By the end of the unit, students are expected to have achieved the communicative competence required to speak the language with sufficient accuracy for limited formal and informal conversations on practical and social topics. Students are also expected to be able to read and write with sufficient accuracy to meet a limited range of social needs and limited work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

The approach adopted is communicative and provides many opportunities for students to interact and use the language in a meaningful way in various social and cultural contexts. There are discussions and debates on set

topics. Audiovisual equipment and computers are used to facilitate learning.

971211, 972211, 973211, 974211 Japanese Language and Culture

This program comprises six units offered in two main streams: beginners and post-HSC. There are two main points of entry into the Japanese Language and Culture program. Students with no prior experience of the language enter the program at Japanese 1, while students with HSC-level Japanese or equivalent are required to enter the program at the post-HSC level (Japanese 3).

The program enables students to develop the skills to communicate in everyday situations in order to live, study and work in a Japanese-speaking environment; or interact with Japanese people in a social, university or work-related context. The emphasis is on the development of communication skills, particularly speaking and listening, with an increased focus on reading and writing skills at the post-HSC level. The study of socio-cultural aspects of Japan is an integrated and essential part of the language program.

Japanese Unit 1

8cp; prerequisite: nil

This is the first subject in the Japanese Language and Culture program. It is designed as the first step in providing students who have no prior knowledge of Japanese with the basic language survival skills and socio-cultural awareness to enable them to undertake In-country Study in Japan.

While focusing primarily on the development of speaking and listening skills, this subject also provides a working knowledge of the *hiragana* and *katakana* scripts and approximately 50 *kanji*. Sociocultural aspects are integrated into the program as they relate to the need for students to learn to use the language appropriately in various social and cultural contexts.

Japanese Unit 2

8cp; prerequisite: Japanese Unit 1

This is the second in a series of four units for students with no prior knowledge of the Japanese language. By the completion of this unit, the student should be able to demonstrate the language and sociocultural skills required to establish and maintain relationships in social or work-related spheres, and fulfil basic survival needs in a Japanese-speaking environment.

Emphasis is given to the development of speaking and listening skills, but students also further develop their reading and writing skills. Besides *kana*, they will know approximately 150 *kanji* by the end of the unit. Sociocultural aspects are integrated into the program as they relate to the need for students to learn to use the language appropriately in various social and cultural contexts.

Japanese Unit 3

8cp; prerequisite: Japanese Unit 2 or HSC Japanese

Japanese 3 is the third in a series of four units for students with no prior knowledge of the Japanese language, or the first in a series of four units for students who have successfully completed HSC-level Japanese. By the end of the unit, students are expected to have achieved 'survival proficiency' in the use of the language, and be able to satisfy survival needs and limited social demands relating to topics and situations covered.

At the end of the subject, students are expected to have developed their listening, speaking, reading and writing skills to a level where they can communicate in everyday situations, and are able to demonstrate an awareness of the social implications of language and behaviour.

It is expected that students know approximately 250 *kanji* by the end of the unit.

Japanese Unit 4

8cp; prerequisite: Japanese Unit 3

Japanese 4 is the fourth in a series of four units for beginners. It is also the second in a series of four units for those who have successfully completed HSC-level Japanese, or its equivalent, and aim to further develop Japanese listening, speaking, reading and writing skills. By the end of the unit, students are expected to have achieved 'limited social proficiency', and be able to interact in limited social, study and work contexts with Japanese speakers in Japan or Australia. They will also have learnt approximately 350 *kanji*.

Japanese Unit 5

8cp; prerequisite: Japanese Unit 4

Japanese 5 is the third in a series of four units in the post-HSC series, and is for those who have successfully completed either Japanese 4, or its equivalent, and aim to further develop listening, speaking, reading, writing and cultural skills. By the end of the unit, students are expected to have achieved 'limited social

proficiency', and be able to satisfy routine social and limited work demands. The emphasis is on the development of the language and of the cultural sensitivity required in both formal and informal situations. By the end of the subject, students are expected to be able to read and write approximately 470 *kanji*.

Japanese Unit 6

8cp; prerequisite: Japanese Unit 5

Japanese 6 is the fourth in a series of four units in the post-HSC series and is for those who have successfully completed either Japanese 5, or its equivalent. By the end of this subject, students are expected to have achieved 'minimal vocational proficiency', and be able to speak the language with sufficient structural accuracy and vocabulary to participate effectively in many formal and informal conversations on practical, social and limited vocational topics. The emphasis is on the development of the language and of the cultural sensitivity required in both formal and informal situations. By the end of the subject, students should be able to read simple prose and read and write approximately 600 *kanji*.

Japanese Unit 7

8cp; prerequisite: Japanese Unit 6

Japanese 7 is designed to provide students who have successfully completed Japanese 6 or its equivalent with the ability to consolidate and extend their knowledge of Japanese.

Students are expected to continue to develop communication skills required to function effectively in academic and vocational contexts in Japan. In the first half of the unit, the focus is on the development of academic reading and writing skills and the acquisition of vocabulary based on reading, understanding and discussing various topics and viewpoints on the interrelationship between Japanese language and culture. In the second half of the unit, the focus is on workplace communication and the comprehension of university lectures in Japan, with an emphasis on the development of listening and note-taking skills. In terms of literacy development, students will be expected to be able to recognise and pronounce the *kanji* introduced in the prescribed texts, to have increased their pace of reading as a result of regular and habitual reading and improved dictionary skills, and to be able to write an increasing number of *kanji* as required for specific academic tasks.

971331, 972331, 973331, 974331 **Malaysian Language and Culture**

Malaysian is offered to UTS students through arrangements with other universities. Students are placed in classes appropriate to their level of competence. The aim of the Malaysian language program is to give students a good working knowledge of modern written and spoken Malaysian and to enable them to express themselves in the language correctly and with reasonable clarity.

971734, 972734, 973734, 974734 **Russian**

Russian is offered to UTS students through an arrangement with other universities. Students are placed in classes appropriate to their level of competence. The aim of the Russian language program is to give students a good working knowledge of modern written and spoken Russian and to enable them to express themselves in the language correctly and with reasonable clarity.

971501, 972501, 973501, 974501 **Spanish Language and Culture**

This language program is designed for students who are either complete beginners or who first learnt Spanish at school in Australia. There are two points of entry: the first for complete beginners and the second for students who have successfully completed HSC-level Spanish or its equivalent. Students in the combined degree take four units in the program, either units 1–4 (beginners) or 3–6 (post-HSC), determined by their point of entry.

The language program covers a broad range of communicative situations relevant to daily interaction in Spanish. The focus is on the development of speaking, listening, reading and writing skills appropriate to the situations that students are likely to encounter. Vocabulary and grammar are taught using written and audiovisual materials that cover a range of themes and situations.

Upon successful completion of the program, students are expected to be able to communicate about familiar things, events and opinions, and to have developed skills and strategies for continuing their learning of the language in Spanish-speaking countries. Those students with prior knowledge of Spanish, who enter the program at a higher level, are expected to be able to communicate comfortably on a wide range of themes, with

the ability to adjust their language according to social variables such as formality, age and status. Each subject is covered in 13 weeks in one semester. There are six hours of language classes per week.

Spanish Unit 1

8cp; 1st semester, prerequisite: nil

Spanish 1 is the first in a series of four units designed to provide students who have no prior knowledge of the Spanish language with basic survival skills in the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the subject, students are expected to have achieved 'elementary proficiency' and be able to satisfy immediate communication needs required in basic social interaction, using expressions and phrases they have learnt. The program allows for the development of listening, speaking, reading and writing skills, and an understanding of the sociocultural contexts in which the language is used. Students gain, in particular, an awareness of the background of Hispanic countries. Students also develop strategies for predicting the meaning of new expressions and anticipating ways they might express new meanings.

Spanish 1 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides students with many opportunities to interact and use the language in various social and cultural contexts. Audiovisual equipment and computers are used to facilitate learning.

Spanish Unit 2

8cp; 2nd semester, prerequisite: Spanish Unit 1

Spanish 2 is the second in a series of four units designed to provide students who have no prior knowledge of the Spanish language with basic survival skills in the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the subject, students are expected to have achieved 'minimum survival proficiency' in speaking, listening, reading and writing, and be able to satisfy immediate communication needs and minimum courtesy requirements in basic social interactions. Students also develop an understanding of the sociocultural contexts in which the language is used and further communication strategies.

Spanish 2 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in

various social and cultural contexts. Audio-visual equipment and computers are used to facilitate learning.

Spanish Unit 3

8cp; 1st semester, prerequisite: Spanish Unit 2 or HSC Spanish

Spanish 3 is the third in a series of four units for students with no prior knowledge of the Spanish language, or the first in a series of four units for students who have successfully completed HSC-level Spanish, or its equivalent. It provides students with basic survival skills in the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the unit, students are expected to have achieved a communicative competence in speaking, listening, reading and writing skills in order to be able to satisfy all 'survival' needs and limited social needs. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this unit, students also develop the ability to understand the general content of magazine and newspaper articles.

Spanish 3 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audio-visual equipment and computers are used to facilitate learning.

Spanish Unit 4

8cp; 2nd semester, prerequisite: Spanish Unit 3

Spanish 4 is the fourth in a series of four units for students with no prior knowledge of the Spanish language, or the second in a series of four units for students who have successfully completed Spanish 3 and HSC-level Spanish, or its equivalent. It provides students with basic survival skills in the language and culture, and the ability to undertake In-country Study in Latin America or Spain.

By the end of the unit, students are expected to have begun to develop the communication skills required to satisfy limited routine social and work demands. They are also expected to have developed an awareness of the various social and cultural contexts in which the language is used. In this subject, students learn to express opinions, discuss education, entertainment and travel, and develop the language skills and background knowledge required, e.g. to find accommodation.

Spanish 4 consist of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. Audio-visual equipment and computers are used to facilitate learning.

Spanish Unit 5

8cp; 1st semester, prerequisite: Spanish Unit 4

Spanish 5 is the third in a series of four units designed to provide students who have successfully completed Spanish 4 and HSC-level Spanish, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the unit, students are expected to have achieved communicative competence in speaking, listening, reading and writing, and to be able to satisfy routine social demands and limited work requirements. They would have developed an awareness of the various social and cultural contexts in which the language is used. Students learn to communicate in Spanish to compare lifestyles, university life and education, and practise interview techniques in preparation for In-country Study.

Spanish 5 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. There are discussions and debates on set topics. Audio-visual equipment and computers are used to facilitate learning.

Spanish Unit 6

8cp; 2nd semester, prerequisite: Spanish Unit 5

Spanish 6 is the fourth in a series of four units designed to provide students who have successfully completed Spanish 5 and HSC-level Spanish, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the unit, students are expected to be able to speak the language with sufficient accuracy, and to participate in limited formal and informal conversations on practical and social topics. Students are also expected to be able to read and write with sufficient accuracy to meet a limited range of social and work needs. Language focuses on topics such as the economy, class and social stratification, gender roles, religion and beliefs, literature and the arts.

Spanish 6 consists of 78 hours of classroom instruction. The approach adopted is communicative and provides many opportunities for students to interact and use the language in various social and cultural contexts. There are discussions and debates on set topics. Audio-visual equipment and computers are used to facilitate learning.

Spanish Unit 7

8cp; 1st semester, prerequisite: Spanish Unit 6

Spanish 7 is designed to provide students who have successfully completed Spanish 6, or its equivalent, with the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the unit students are expected to be able to communicate confidently in Spanish within a wide range of everyday situations, and to have further improved their comprehension skills by reading a wide variety of authentic materials in Spanish. Students are also expected to have extended their knowledge of today's world-wide Hispanic society and culture and to have acquired the vocabulary and structures necessary to be able to discuss and write about the cultural context of texts with considerable accuracy.

The approach provides students with opportunities to further develop their vocabulary, fluency and accuracy as they use the language to respond to authentic texts and to discuss set topics. Students are required to read extensively during self-study periods in preparation for classroom presentation and discussion.

Spanish Unit 8

8cp; 2nd semester, prerequisite: Spanish Unit 7

Spanish 8 is designed to provide students who have successfully completed Spanish 7, or its equivalent, with a higher level of communicative and cultural competence, and the ability to consolidate and extend their knowledge during a period of In-country Study in Latin America or Spain.

By the end of the unit, students are expected to have further developed the linguistic and cultural awareness skills required to engage appropriately in a range of formal and informal discussions at a social and professional level on topics such as employment, job applications, academic presentations and university life, social welfare, human rights, leisure and sport, the media, family roles and

relationships, etiquette, and immediate concerns such as arranging accommodation and banking.

The approach provides students with opportunities to further develop their vocabulary, fluency and accuracy in speaking and writing as they use the language in response to authentic texts such as newspaper, and magazine articles and television programs in Spanish. Students are required to read extensively during self-study periods in preparation for classroom presentations, debates and discussions.

971320, 972320, 973320, 974320 Thai

Thai is offered to UTS students through the language program offered jointly by the University of Sydney and Macquarie University. The program is designed to allow complete beginners in Thai to reach a survival level that will allow them to continue their studies in Thailand. If student numbers permit, classes will be available at UTS campuses.

Contemporary society subjects

50140

Comparative Social Change (U/G)

8cp
Undergraduate

The aim of this subject is to provide students with an understanding of the processes of modernisation and social change in a comparative context using case studies in countries of Western Europe, Latin America, East and South-East Asia. The lectures highlight a number of key issues, e.g. whether the processes of social change are universal or specific; the consequences of modernisation in and for the economy, politics, society, culture and ideology of non-Western societies; and whether the established Eurocentric analytical models are still useful in understanding the modern world. It is emphasised that differing interpretations of modernisation flow from various relations of power which lead to a multiplicity of views on its meanings and significance.

50175

Comparative Social Change (P/G)

8cp
Postgraduate

The aim of this subject is to provide students with an understanding of the processes of modernisation and social change in a comparative context using case studies in countries of Western Europe, Latin America, East and South-East Asia. The lectures highlight a number of key issues, e.g. whether the processes of social change are universal or specific; the consequences of modernisation in and for the economy, politics, society, culture and ideology of non-Western societies and whether the established Eurocentric analytical models are still useful in understanding the modern world. It is emphasised that differing interpretations of modernisation flow from various relations of power, which lead to a multiplicity of views on its meanings and significance.

976111

Contemporary China

8cp; 2nd semester

This subject examines the contours and dynamics of social, political and economic change in the People's Republic of China since the death of Mao Zedong and the start of the

reform era. A central theme is the emerging relationship between state and society in a state socialist system in the process of change and reform. It is an introductory subject that requires no prior knowledge of the People's Republic of China or of any Chinese language.

976401

Contemporary Europe

8cp; 2nd semester

This subject is an introduction and an overview laying the groundwork for the study of contemporary Europe and individual countries within Europe. It aims to provide students with a basic understanding of contemporary European history, politics, society and culture, as well as national convergences and divergences in these areas. In particular, it aims to provide students with the critical skills that allow them to identify major contemporary issues in the European region of the world, and beyond it. Insights are gained into Europe's national and regional diversity and heterogeneity in national, continental and international contexts. This gives students the opportunity to develop a critical appreciation for societies outside Australia. Students are exposed to ideas that challenge Eurocentric modes of thinking, and that also draw attention to the legacies of imperialism, colonisation, and transnational capitalism and their impact on contemporary European peoples, wherever they may reside. Students develop critical thinking skills relevant to the multidisciplinary nature of the subject.

976211

Contemporary Japan

8cp; 2nd semester

This subject provides an introduction to the dynamics of political, social and economic systems in modern Japan. Central themes are the causes and consequences of social change and continuity in the context of Japan's emergence as an economic superpower. In the process, it offers a general introduction to Japan's culture. This subject requires no prior knowledge of Japan or of Japanese.

976301

Contemporary South-East Asia

8cp; 2nd semester

This subject provides an introduction to the countries of Indonesia, Malaysia, Thailand and Vietnam. The themes of modernity and identity are examined at a political-economic

level and also at an individual level. Issues which are explored include: migration patterns in the context of regional interrelationships; increasing urbanisation; legacies of colonialism; the commodification of culture and the growing impact of tourism; new creative forms in the visual, literary and performing arts; the beliefs about and behaviour of women in the region; and ways in which religion and social practice intersect.

976501

Contemporary Latin America

8cp, 2nd semester

Latin America has been a crucible for social, political and economic change in the 19th and 20th centuries. Intense struggles for nationhood, democracy, economic modernisation and secularisation have all resonated in the countries of Latin America. During the middle of the 20th century, Latin America's primary concerns were focused on national self-determination, inward industrialisation and populist authoritarian efforts to legitimise elite rule. In the late 20th century, the emphasis shifted towards economic growth, internationalisation, and pressures to improve the capacity and accountability of governments. The unit aims to provide students with the historical background, cultural awareness and analytic skills to interpret everyday social, political and economic reality during their period of In-country Study. The subject requires no prior knowledge of Latin America or of Spanish.

977xxx

In-country Study 1

24cp; prerequisite: completion of relevant subjects appropriate to the student's International Studies major.

In-country Study subjects are only available to students doing the Bachelor of Arts in International Studies.

As part of the International Studies combined degrees, students spend two semesters of In-country Study at a university or institution of higher education overseas. The location is determined by the student's International Studies major.

In the International Studies program, students focus on one of the following countries or majors: Chile, China, France, Germany, Indonesia, Italy, Japan, Malaysia, Mexico, Spain and Thailand. There is also a Heritage

major that permits students with previous exposure to a language and culture to continue their study in countries such as Croatia, Greece, Hong Kong, Korea, Poland, Russia, Taiwan, the Phillipines, Vietnam and others.

Australia and the Asia-Pacific is only available as a major to international students. International students may access one of the other majors offered provided that the country they choose as their major is able to grant them a visa to study there. This needs to be determined prior to commencing subjects within the International Studies major. If a visa cannot be granted, then it will not be possible to undertake the chosen major.

978xxx

In-country Study 2

24cp; prerequisites: 977xxx In-country Study 1

For subject description, see 977xxx In-Country Study 1.

SUBJECT EQUIVALENTS FOR BACHELOR OF BUSINESS

For the purposes of administering rules relating to double and triple failures and for satisfying transition guidelines, these subjects are considered **materially** the same.

Current subject	Equivalent subject offered previously
21128 International Business	21125 International Business Environment
	21125 Australian Business Environment
	35103 Work Organisation and Society
	21105 Introduction to Business
	21112 Management of Organisations
21129 Managing People and Organisations	21130 Management and Organisations
	21130 Organisational Behaviour
	21101 Organisational Psychology
	21115 Administrative Behaviour
	51101 Administrative Psychology
	51405 Administrative Psychology
	21242 Administrative Psychology
	21142 Administrative Psychology
36202 Organisational Behaviour	
21131 Business Process Management	21131 Operations Management
	21447 Operations Management
21210 Business, Government and Society	21210 Business and Government
	36302 Government and Business
	21361 Government A
	21361 Australian Government Organisation
	21361 Government Organisation in Australia
21221 Organisational Structure and Change	21221 Organisation Design and Change
	21402 Organisation Theory
	21111 Organisation Theory
	36802 Organisation Design
21306 International Employment Relations	21306 Employment Relations
	36406 Employee Relations 1
	21421 Australian Industrial Relations
21311 Strategic Supply Chain Management	21311 Management of Service Operations
21365 Analysing Management Thinking	21321 Organisational Diagnosis and Evaluation
	36507 Structural Adaptation and Change in Organisations
	21109 Business Policy Seminars
	21118 Business Policy Seminar 2
	21592 New Horizons in Business
	21696 Contemporary Issues in Management

284 Subject equivalents for Bachelor of Business

Current subject	Equivalent subject offered previously
21430 Enterprise Bargaining and Relations	21430 Advanced Industrial Relations Workplace 21303 Industrial Relations and Practices Disputation 21305 Industrial Relations Patterns
21440 Management Skills	21215 Management and Communication Skills 51105 Communication 21406 Management Skills 11111 Communication 1
21193 Introduction to Corporate Strategy	21609 Business Strategy 21609 Corporate Strategy 36611 Strategic Management 21691 Business Policy <i>and</i> 21693 Managerial Simulation (Business) 21697 Business Policy and Simulation
21630 Management of the Strategy Process	21630 Managing Strategic Change
22107 Accounting for Business	22105 Accounting A 31105 Accounting 1 22101 Financial Accounting 1 22183 Financial Methods 1 22111 Financial Accounting 22112 Financial Accounting 1 22001 Principles of Accounting 31108 Accounting 1
22207 Accounting Transactions and Business Decisions	22205 Accounting B 31205 Accounting 2 22202 Financial Accounting 2 22113 Financial Accounting 3 22306 Managerial Cost Accounting
22306 Managerial Cost Accounting	22184 Financial Methods 2 22305 Management Accounting A
22318 Contemporary Issues in Management Accounting	22521 Management Accounting 3 22601 Controllership 22155 Controllership 22508 Controllership
22319 Financial Statement Analysis	22319 Issues in Financial Statement Analysis 22319 Financial Accounting 3
22320 Accounting for Business Combinations	22320 Financial Accounting 1 31305 Accounting 3 22301 Financial Accounting 3 22405 Financial Accounting 4
22321 Cost Management Systems	22321 Management Accounting 1 22308 Management Accounting 1 22303 Cost Accounting 22305 Cost Accounting 22121 Management Accounting 1 22305 Management Accounting A 31405 Accounting 4

Current subject	Equivalent subject offered previously
22420 Accounting Standards and Regulations	22420 Financial Accounting 2
22421 Management Decisions and Control	22408 Management Accounting 2 22421 Management Accounting 2 31505 Financial Accounting 5 22406 Management Accounting B <i>and</i> 22501 Management Accounting C 32408 Management Accounting 2
22520 Corporate Reporting: Professional and Conceptual Issues	22520 Financial Accounting 3 22608 Corporate Reporting: Professional and Conceptual Issues 22508 Issues in Corporate Reporting <i>and</i> 22613 Corporate Reporting and Auditing 31605 Accounting 6
22522 Assurance Services and Audit	22401 Auditing 22506 Auditing 1 22401 Auditing 1 22143 Auditing and Internal Control 1 31406 Auditing
22610 Accounting for Insolvency	22610 Termination Accounting 22610 Termination Accounting and Executorship
22901 Accounting Research and Consulting Skills	22901 Research Methods in Accounting
22902 Financial Reporting, Capital Markets and Disclosure	22902 Advanced Theory in Financial Accounting
22903 Contemporary Issues in Management Accounting Research	22903 Advanced Theory in Management Accounting
22908 Economics of Auditing and Assurance Services	22908 Advanced Auditing and Assurance Theory
24108 Marketing Foundations	24105 Marketing Principles 24105 Principles of Marketing 24201 Principles of Marketing 21107 Principles of Marketing 24301 Principles of Marketing 36403 Marketing for Managers
24202 Consumer Behaviour	24202 Buyer Behaviour 24302 Consumer Behaviour 36605 Consumer Behaviour
24203 Quantitative Marketing Analysis	24203 Quantitative Analysis in Marketing 24305 Quantitative Analysis in Marketing
24205 Business Marketing	24205 Business to Business Marketing 24205 Sales Management 24410 Industrial Marketing
24210 Advertising and Promotions Management	24210 Advertising Management 24411 Advertising Management 24508 Promotional Management 24406 Promotional Management 11604 Advertising and Media Management

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Current subject	Equivalent subject offered previously
24220 International Marketing	36505 International Marketing
	24507 International Marketing
	24407 International Marketing
24309 Introductory Marketing Research	24309 Fundamentals of Marketing Research
	24403 Marketing Research
	24403 Fundamentals of Marketing Research
	36504 Research for Marketing Problems
24331 Decision Models in Marketing	24331 Marketing Decision Models
	24512 Marketing Decision Models
24415 Marketing Planning and Strategy	24415 Marketing Strategy
	24506 Marketing Management/Strategy
	36612 Marketing Planning and Implementation
24430 Applications of Marketing Research	24430 Applied Marketing Research
	24503 Applied Marketing Research
25115 Economics for Business	25110 Microeconomics
	23105 Microeconomics
	23207 Microeconomics
	23207 Microeconomic Theory
	23102 Economics 2
	32201 Economics 2
	25209 Macroeconomics
	23106 Macroeconomics
	23101 Economics 1
	23204 Macroeconomics
	32301 Economics 3
	25210 Microeconomic Theory and Policy
23310 Microeconomic Policy	
21114 Economics 4	
23104 Economics 4	
23309 Advanced Microeconomics	
25300 Fundamentals of Business Finance	25308 Financial Markets
	25308 Financial Institutions and Markets
	32402 Financial Institutions and Markets
	25541 Financial Institutions and Markets
	25314 Business Finance
	25314 Business Finance 1
	21102 Finance 1
	25141 Financial Management 1
	31504 Corporate Finance
	25301 Financial Management
25303 Industry Economics	23402 Industry Economics
25304 Asian-Australian Economic Relations	23417 Asian-Australian Economic Relations
25305 Labour Market Economics	23403 Theory and Application of Labour Economics
	32302 Labour Market Economics
25309 Macroeconomic Theory and Policy	25309 Macroeconomic Policy
	23308 Macroeconomic Policy
	23308 Advanced Macroeconomic Policy
	23103 Economics 3

Current subject	Equivalent subject offered previously
25315 International Economics	23406 International Economics 32601 International Business Economics
25406 Quantitative Techniques for Finance and Economics	25302 Decision Support Systems
25409 Managing Financial Institutions	25409 Commercial Bank Management 25409 Commercial Banking and Finance 25412 Commercial Banking and Finance
25410 Corporate Financial Analysis	25410 Corporate Financial Statement Analysis
25420 Applied Financial Management	25414 Business Finance 2 25401 Financial Management and Policy 22141 Financial Management 25142 Financial Management 2 31604 Advanced Corporate Finance
25421 International Financial Management	25531 International Finance 31603 International Finance 25515 International Finance
25503 Investment Analysis	25503 Investment Analysis and Portfolio Management 25521 Investment Analysis and Portfolio Management 31502 Security Analysis and Portfolio Management
25506 Capital Budgeting and Valuation	25506 Asset Pricing and Capital Market Studies
25522 Financial Services and Products	25522 Bank Lending Practice 25522 Bank Lending 25601 Banking and Lending Practice
25606 Financial Time Series	25610 Financial Time Series
25620 Derivative Securities	25620 Advanced Financial Instruments
25621 Financing Decisions and Capital Market Theory	25621 Financing Decisions
25905 Capital Budgeting and Valuation (Advanced)	25905 Capital Budgeting and Valuation (Honours)
25906 Portfolio Theory and Investment Analysis (Advanced)	25905 Investment Analysis (Honours)
26133 Business Information Analysis	26122 Quantitative Methods for Business 26122 Business Statistics 21241 Business Statistics 21141 Business Statistics 21120 Quantitative Methods 33185 Statistics 63185 Statistics 37101 Quantitative Methods
31504 Business Information Systems Design	22115 Business Information Systems 22220 Business Information Systems 1 38101 Computing 1
70516 Equity and Trusts	79467 Law of Trusts 79468 Equity and Trusts
79009 Introduction to Insolvency Law	79161 Introduction to Insolvency Law
79010 Corporate Insolvency and Administration	79162 Corporate Insolvency and Administration

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Current subject	Equivalent subject offered previously
79011 Law for Marketing Management	79211 Law for Marketing Management
79012 Securities Markets Regulation	79264 Securities Markets Regulation
79013 Industrial and Labour Law	79270 Industrial and Labour Law 22468 Labour Law 1 79268 Labour Law
79014 Company Law	79365 Company Law 22361 Company Law Administration 22362 Company Law 22221 Company Law and Procedures 34301 Company Law
79015 Banking Law	79366 Banking Law 79469 Banking Law 34404 Banking Law
79016 Advanced Companies and Securities Law	79411 Advanced Companies and Securities Law 22150 Company Law 2 22510 Advanced Companies and Securities Law
79017 Taxation Law	79762 Taxation Law 22463 Taxation 1 22231 Taxation 22232 Taxation 34401 Taxation Law 22564 Taxation 2 22233 Taxation 2 79462 Revenue Law
79018 Advanced Commercial Law	79659 Advanced Commercial Law 79267 Commercial Law 22261 Commercial Law 2 22212 Business Law B 22214 Commercial Law 2 34201 Commercial Law
79019 Corporate Environmental Responsibility	79019 Environmental Law in Business 79660 Environmental Law in Business
79020 Business Bankruptcy	79662 Business Bankruptcy
79021 International Aspects of Australian Taxation Law	79666 International Aspects of Australian Taxation Law 79666 Advanced Income Tax Law 79663 Advanced Income Tax 22663 Advanced Income Tax 79666 International Aspects of Australian Taxation
79022 Indirect Taxation	79022 GST and Other Indirect Taxes 79667 GST and Other Indirect Taxes 79664 Indirect Taxes 79667 Indirect Taxation
79024 Complex Forensic Cases (Law)	79991 Complex Forensic Cases (Law)

Current subject	Equivalent subject offered previously
79203 Business Law and Ethics	79202 Business Law
	79101 Law for Business
	22160 Commercial Law 1
	9001B Business Law
	21112 Business Law
	22211 Business Law A
	31405 Law and the Legal Process
79606 Advanced Taxation Law	79564 Taxation 2
	79606 Advanced Revenue Law

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Accounting and Finance for the Arts	27759	Asian Capital Markets	25815
Accounting for Business	22107	Asian–Australian Economic Relations	25304
Accounting for Business Combinations	22320	Assurance for Business Information Systems	22766
Accounting for Insolvency	22610	Assurance for Business Systems and Information	22730
Accounting for Managerial Decisions	22747	Assurance for Electronic Business	22523
Accounting for Overseas Transactions	22309	Assurance Services and Audit	22522
Accounting for Public, Leisure and Community Organisations	22771	Auditing Project	22532
Accounting for Small Business 1	22566	Australian Corporate Environment	22157
Accounting for Small Business 2	22567	Business Analysis	22753
Accounting Information Systems	22605	Business and the Changing Environment	28701
Accounting Information Systems	22708	Business Consultative Project	28790
Accounting Practices for Management	27787	Business Information Analysis	26133
Accounting Transactions and Business Decisions	22207	Business Intelligence 1: Advanced Analysis	22797
Accounting Research and Consulting Skills	22901	Business Intelligence 2: Advanced Planning	22783
Accounting Standards and Regulations (Honours)	224207	Business Marketing	24205
Advanced Assurance Services and Audit	22517	Business Marketing Project	24555
Advanced Corporate Finance	25924	Business Process Integration with ERP	22782
Advanced E-Business Assurance	22778	Business Project – International Marketing	24791
Advanced Instruments	25838	Business Project – Marketing	24790
Advanced Marketing Management	24730	Business-to-business Electronic Marketing	24723
Advanced Marketing Strategy	24719	Business-to-business Marketing	24707
Advanced Research Methodology – Marketing	24907	Business Valuation and Financial Analysis	22743
Advanced Research Methods for Leisure and Tourism	27941	Buyer Behaviour	24710
Advanced Research Methods in Management (Honours)	21908	Capital Budgeting and Valuation	25506
Advanced Theory in Marketing	24901	Capital Budgeting and Valuation (Advanced)	25905
Advertising and Promotions Management	24210	Capital Markets	25741
Analysis of Motor Control	27226	Capstone Project: Financial Strategy and Leadership	22677
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Applications of Marketing Research	24430	Change Management	21827
Applied Financial Management	25420	Changing the Organisational Design	21863
Applied International Business	21532	Channels of Distribution	24333
Applied International Marketing Research	24755	Clients and Markets	24709
Applied Kinesiology	27171	Commercial Bank Management	25409
Applied Leadership and Strategy	27725	Community Arts	27131
Applied Leisure Theory	27702	Community Management Project 1	21186
Applied Research Methods	27707	Community Management Project 2	21187
Applied Sport Psychology	27172	Community Sector Project 1	21188
Applied Studies A	27915	Community Sector Project 2	21189
Applied Studies B	27925	Company Valuation and its Implications for E-Business	25841
Applied Studies C	27935	Comparative International Employment Relations	21775
Arts and Cultural Policy Seminar	27763	Competitive International Marketing Strategy	24744
Arts and Entertainment Management	27115	Computational Finance	25835
Arts Audience Research Methods	27768	Computer-based Accounting	22515
Arts Environment in Australia, The	27753	Computer-based Information Systems for Managers	21749
Arts Management Research Project	27754	Consumer Behaviour	24202

Contemporary International Marketing Issues	24517	Financial Econometrics	25837
Contemporary Issues in International Marketing	24743	Financial Econometrics	25922
Contemporary Issues in Management Accounting Research	22903	Financial Institution Lending	25752
Corporate Accounting	22754	Financial Institution Management	25751
Corporate Finance	25765	Financial Management	25742
Corporate Financial Analysis	25410	Financial Markets Instruments	25832
Corporate Financial Analysis	25743	Financial Modelling and Forecasting	25705
Corporate Governance and Strategic Direction	21841	Financial Reporting and Analysis	22748
Corporate Reporting: Professional and Conceptual Issues	22520	Financial Reporting, Capital Markets and Disclosure	22902
Corporate Treasury Management	25763	Financial Services and Products	25522
Cultural Politics: The Arts and the City	27758	Financial Time Series	25606
Cultural Tourism	27811	Financing Decisions and Capital Market Theory	25621
Current Issues in Financial Accounting	22751	Fixed Income Securities	25817
Current Issues in Health and Wellbeing	27227	Functional Kinesiology	27180
Customer Interaction and Behaviour	24722	Fundamentals of Business Finance	25300
Decision Models in Marketing	24331	Fundraising in International Markets	25812
Decision Support in Contemporary Organisations	22768	Funds Development	21183
Derivative Securities	25620	Gender and Sport	27168
Derivative Security Pricing	25923	Global Business Competitive Intelligence	21784
Derivatives	25833	Global Business Strategy in the Digital Economy	21857
Developing Financial Resources	21778	Global E-Business Marketing	24724
E-Business Marketing	24737	Global Marketing Management	24728
Economics of Auditing and Assurance Services	22908	Global Strategic Management	21811
Economics for Business	25115	Global Strategic Thinking	21864
Economics for Management	25706	Global Strategy	21530
Economics of Auditing and Assurance Services	22908	Government and Community Sector	21184
Economics of Money and Finance	25416	Government-Business Relations	25707
Ecotourism	27649	Guiding and Interpretation Management	27773
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Efficiency of Human Movement 1	27173	Health Funding Policy and Resource Management	21739
Efficiency of Human Movement 2	27174	Honours Thesis	27690
Electronic Business	24307	Hospitality Operations 1	27661
Electronic Business and Marketing	24727	Hospitality Operations 2	27662
Electronic Business Project	24412	Human Capital	21865
Employment Conditions	21760	Human Growth and Development	27228
Employment Relations	21720	Human Resource Management	215550
Employment Relations Research Proposal	21752	Human Resource Management	21724
Energetics of Human Movement	27175	Human Resource Management Practices	21835
Environmental Influences in Sport and Exercise Performance	27176	Human Resources in the Third Sector	21769
Event and Facility Management	27717	Indigenous Community Research	21224
Events Management	27703	Industrial Relations	21702
Executive Knowledge Management	21840	Industry Economics	25303
Exercise Prescription	27222	Innovation and Entrepreneurship	21854
Exercise Rehabilitation	27178	Insurance Compliance	25714
Financial Analysis Using Financial Statements	22767	Insurance Economic Issues	25715
Financial Aspects of Corporate Governance	22779	Insurance Financial Management	25718
Financial Decision Making Under Uncertainty	25836	Insurance Portfolio Management	25716
		Insurance Risk Financing	25717
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		International Accounting	22777
		International Business	21128
		International Business and Government	21593

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International Finance	25731	Managing Human Resources in Indigenous Organisations	21225
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International Management	21591	Managing Knowledge	21860
International Management	21717	Managing People	21813
International Management Field Study	21595	Managing People and Organisations	21129
International Marketing	24220	Managing the Supply Chain	21797
International Marketing Country Study	24518	Managing Transportation for Tourism	27766
International Marketing Management	24738	Marketing and International Trade Relations	24703
International Marketing Management Project	24607	Marketing Communications	24736
International Promotion and Advertising	24440	Marketing Creativity	24714
Introduction to Corporate Strategy	21193	Marketing Decision Analysis	24750
Introduction to Research and Consulting Skills	22760	Marketing Entrepreneurship in Electronic Business	24717
Introduction to Tourism Systems	27184	Marketing for the Arts	27752
Introduction to Tourist Behaviour	27185	Marketing Foundations	24108
Introductory Marketing Research	24309	Marketing Knowledge Creation and Management	24725
Investment Analysis	25503	Marketing Management	24734
Investment Management	25721	Marketing of Leisure Services	27306
Issues in Financial Statement Analysis	22319	Marketing of Services	24306
Labour Market Economics	25305	Marketing Planning and Strategy	24415
Law and the Arts	27756	Marketing Projects and Services Overseas	24705
Law for Leisure, Sport and Tourism	27628	Marketing Research	24720
Leadership and Management Action	21722	Marketing Research Project	24546
Leisure and Diversity	27326	Marketing Strategy for Electronic Business	24408
Leisure and Fitness Centre Operators	27316	Marketing Value Chains and Alliances	24745
Leisure and Public Policy	27323	Master's Project	27946
Leisure and Sport in Social Context	27186	Master's Study Unit	27719
Leisure and the Law	27771	Materials Management	21744
Leisure and Tourism Planning	27711	Mathematics of Finance	25839
Leisure Concepts	27187	Measurement and Development of Physical Capacity	27152
Leisure in Australia	27126	Mechanics of Human Motion	27111
Leisure Management	27713	Mergers and Acquisitions	25807
Leisure Management Project 1	27321	Microeconomic Theory and Policy	25210
Leisure Management Project 2	27322	Monitoring Organisational Performance	21140
Leisure Management Seminar	27760	Motivating and Managing People	21862
Leisure Services Management	27216	Motor Learning and Control	27331
Leisure Studies Special Project	27620	New Product Management	24742
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Liability Insurance	25827	Olympic Games, The	27103
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Macroeconomic Theory and Policy	25309	Operations Management Policy	21747
Management Decisions and Control	22421	Organisation Analysis and Design	21718
Management Development Outdoors	27720	Organisational Change and Adaptation	21725
Management of Financial Risks	257xx	Organisational Structure and Change	21221
Management of the Strategy Process	21630	Outdoor Education 1	27134
Management Planning and Control	22705	Outdoor Education 2	27135
Management Project	21058	Performance Studies 1: Motor Development (Gymnastics and Dance)	27149
Management Project	21815	Performance Studies 2: Preparation for Performance (Sport)	27249
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Management Skills	21779		
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Personal Financial Planning	25415	Services Marketing	24706
Portfolio Analysis	25834	Share Market Analysis	25819
Portfolio Theory and Investment Analysis (Advanced)	25906	Small and Medium Enterprise Management	21082
Prevention and Care of Athletic Injuries	27608	Social Analysis and Indigenous Community Organisations	21223
Principles of Risk and Insurance	25350	Social and Community Research	21781
Principles of Risk and Insurance	25825	Social Change and Community Practice	21185
Professional Practice for Graduates	27769	Social Psychology of Leisure	27106
Project in Advertising	24604	Sociology of Leisure	27943
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Promotion and Advertising Overseas	24700	Sport and the Law	27718
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Qualitative Research Methods	24908	Sport Industry, The	27252
Quality Management Systems	21743	Sport Management	27307
Quantitative Management	21742	Sport Management	27715
Quantitative Marketing Analysis	24203	Sport Management Seminar	27762
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Real Estate Finance and Investment	25818	Strategic Human Resource Management	21407
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Research Design and Statistics for Human Movement	27155	Strategic Management in Tourism	27324
Research Methods 1	27156	Strategic Management of the Global Workforce	21833
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Research Methods in Marketing	24902	Strategic Supply Management	21798
Research Project – Operations Management	21795	Sustainable Tourism Management	27700
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Research Project in E-Business Marketing	24716	Technical Analysis	25809
Research Proposal – Operations Management	21794	Theorising Organisations and Management	21909
Research Seminars in Finance and Economics	25786	Theory of Financial Decision Making	25921
Research Seminars in Management	21786	Theory of General Insurance	25403
Research Seminars in Marketing	24786	Theory of General Insurance	25830
Research Techniques in Finance and Economics	25785	Thesis in Accounting	22906
Research Techniques in Management	21785	Thesis in Finance	25925
Research Techniques in Marketing	24785	Thesis in Management	21911
Researching Organisations and Management	21910	Thesis in Marketing (F/T)	24904
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		Tourism Marketing	27642
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Aboriginal Initiatives in Education: Towards Community Control	015112
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Adult Communication Management and Teamwork	013205
Adult Communicational Management and Organisational Development	013344
Adult Communicational Management and Organisational Frames	013206
Adult Education and Social Movements	013352
Adult Learning and Program Development	013333
Adult Learning in Social Context	015007
Adult Teaching and Learning	015002
Adult Teaching Practices 1	015021
Adult Teaching Practices 2	015189
Advanced Commercial Law	79018
Advanced Companies and Securities Law	79016
Advanced Data Management	32204
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Advanced Mediation	77746
Advanced Property Finance	17704
Advanced Taxation	77945
Advanced Taxation Law	79606
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Advertising Practice	59330
Advertising Strategies	59333
Analysing Current Issues in Australian Education	015009
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Banking Law	77715
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Computer Fundamentals	31509	Health Planning and Evaluation	92115
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Contemporary China	976111	Human Resource Development Strategies	015141
Contemporary Europe	976401	Human-Computer Interaction	31777
Contemporary Issues in Health Care	92775	Impact of Information Technology	32602
Contemporary Issues in Property	17705	In-country Study 1	977xxx
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Current Issues in Industrial Law	77951	Information Environments and Networks	57004
Database	32606	Information Processing Strategy	32208
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Design and Analysis of Experiments	35356	Information Technology Law (LS)	77859
Differential Equations	35231	Information Technology Strategy	32703
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Distributed Databases and Client/Server Computing	31443	Insurance Law for Insurance Investigators	77922
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Law of Tort for Insurance Investigators	77917	Program Planning in Community Settings	015033
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A Podzuns

Administrative Assistant

A-M Ciudad

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City campus

Broadway

- Tower, Building 1 (CB01)
15 Broadway, Broadway
- Building 2 (CB02)
15 Broadway, Broadway
- Bon Marche, Building 3 (CB03)
765 Harris Street, Broadway
- Building 4 (CB04)
751 Harris and 95 Thomas Streets
- Peter Johnson Building
Building 6 (CB06)
702 Harris Street, Broadway
- The Terraces (CB08)
9, 11 and 13 Broadway, Broadway

Haymarket

- Haymarket, Building 5
(CM05A–CM05D)
1–59 Quay Street
Haymarket

Blackfriars

- Corner Blackfriars and Buckland Streets
Chippendale (CC01–CC07)

Smail Street

- 3 Smail Street, Ultimo (CS01)

Harris Street

- 645 Harris Street, Ultimo (CH01)

McKee Street

- McKee Street Childcare (CK01)
1–15 McKee Street, Ultimo

Quay Street

- 10 Quay Street, Haymarket
- Prince Centre
8 Quay Street, Haymarket

Student housing

- Bulga Ngurra (CA02)
23–27 Mountain Street, Ultimo
- Geegal (CA01)
82–84 Ivy Street, Chippendale

Institute for Sustainable Futures

- National Innovation Centre
Corner Garden, Cornwallis and
Boundary Streets
Eveleigh NSW 1430
telephone (02) 9209 4350
fax (02) 9209 4351

Kuring-gai campus

- Buildings KG01–KG05
Eton Rd, Lindfield
(PO Box 222, Lindfield NSW 2070)
- UTS Northshore Conference Centre

St Leonards campus

- Dunbar Building (SL01)
Corner Pacific Highway and
Westbourne Street, Gore Hill
- Clinical Studies Building (SH52)
Centenary Lecture Theatre (SH51)
West Wing (SH11A), Reserve Road
Royal North Shore Hospital
- Gore Hill Research Laboratories (SH44)
and Biological Annexe (SHHHA) Royal
North Shore Hospital

Yarrawood conference and research centre

- 689 Springwood Road
Yarramundi NSW 2753

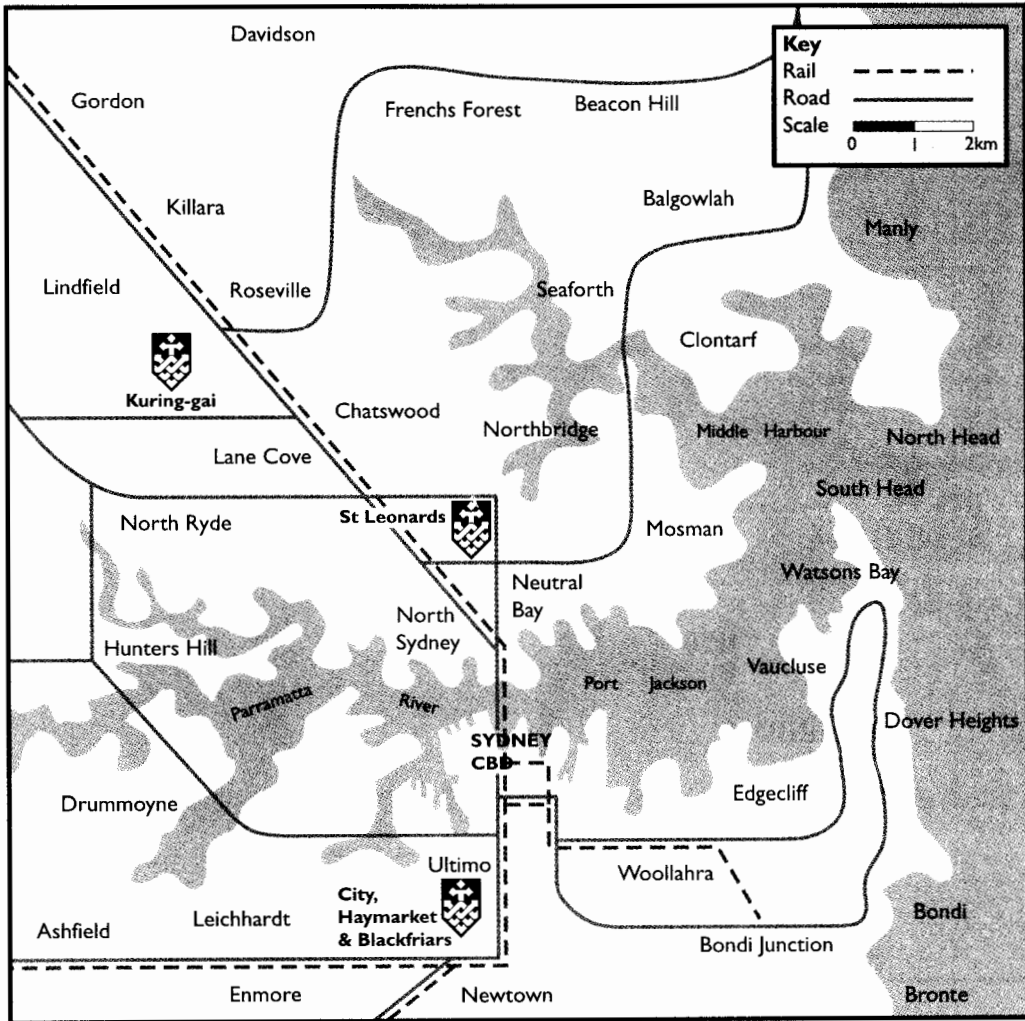
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Booral NSW 2425

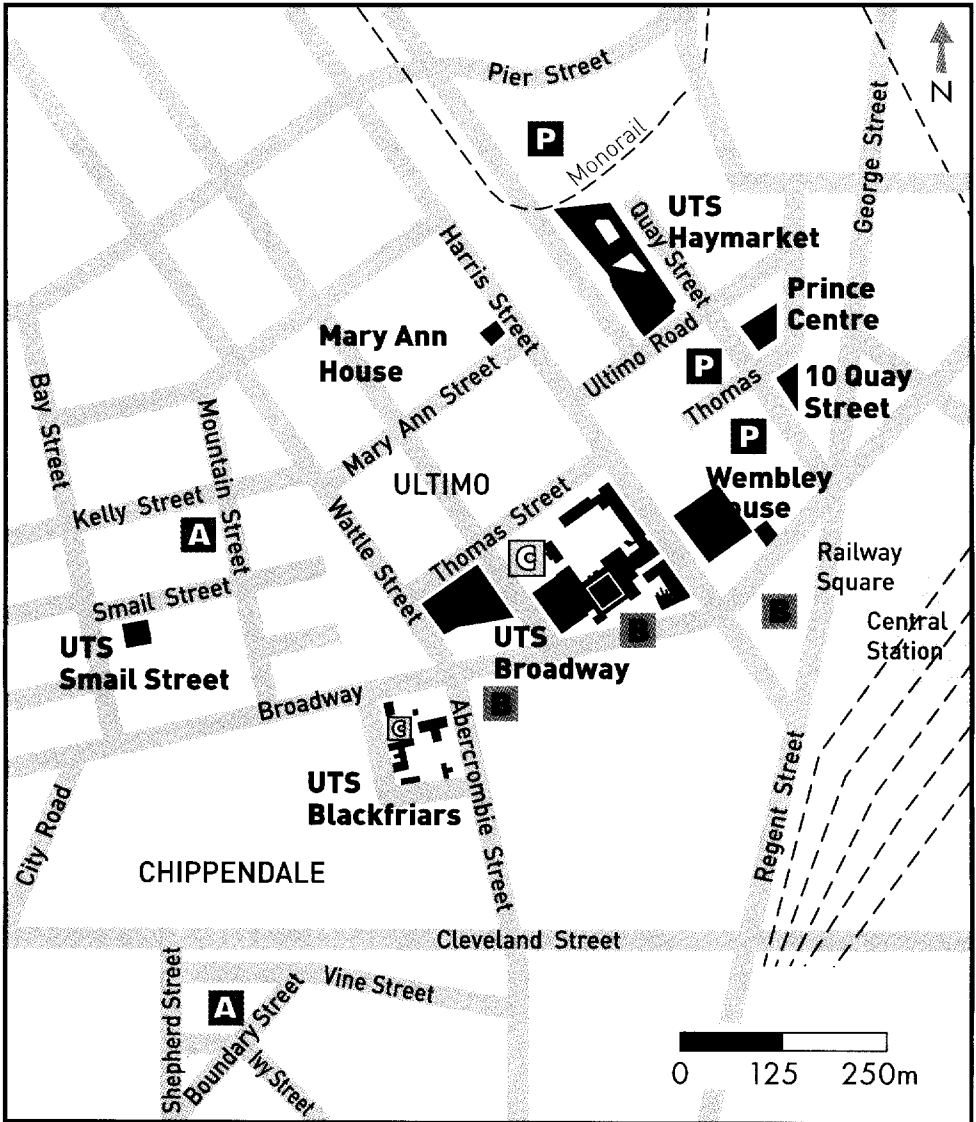
Note: In 2002 UTS City campus will extend to include Building CB10 (Jones Street) and a number of faculties and administrative units will be relocated.

UTS MAPS

Sydney regional map

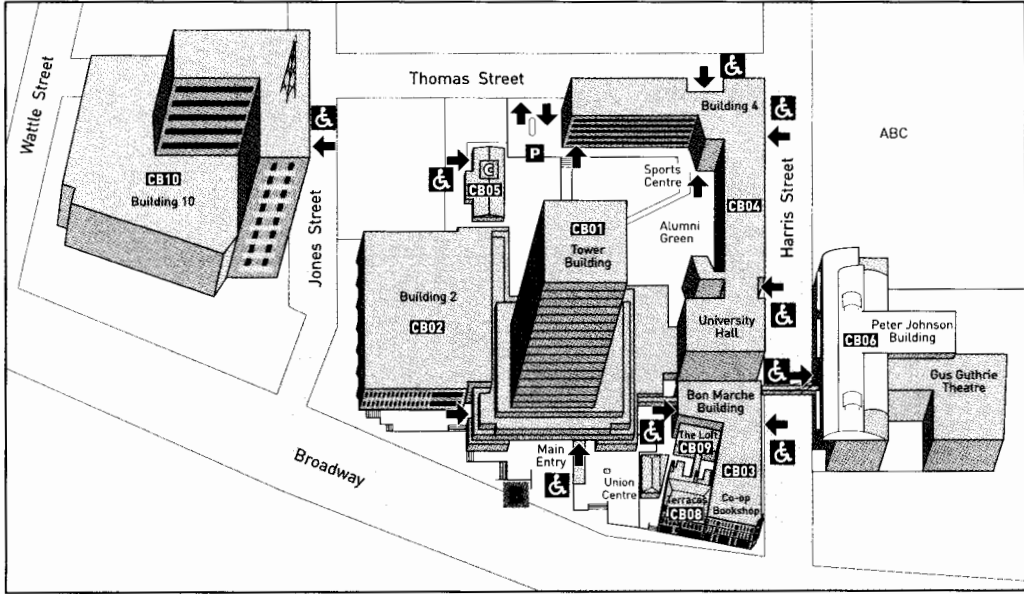


City campus

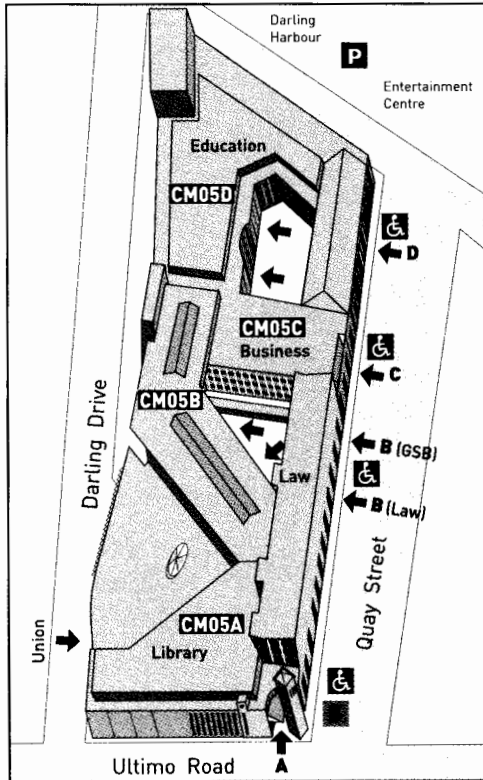


KEY	
	Entry / Exit
	Disabled access
	Main bus stop
	UTS shuttle bus
	Parking
	Child care
	Student accommodation
	Building numbers

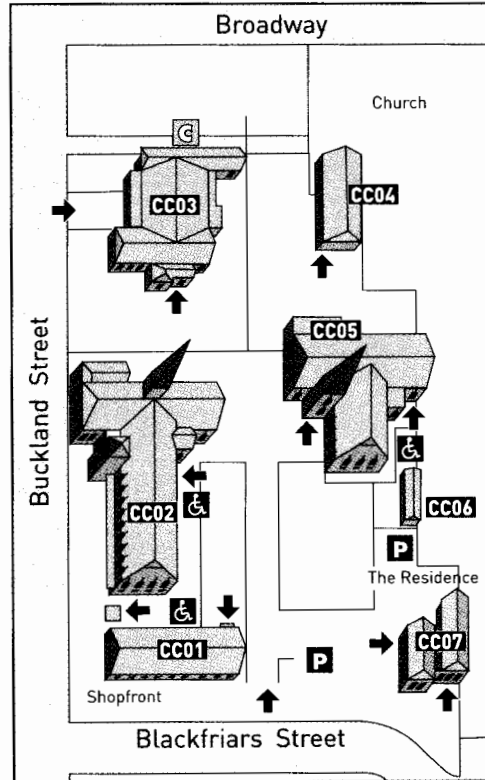
Broadway



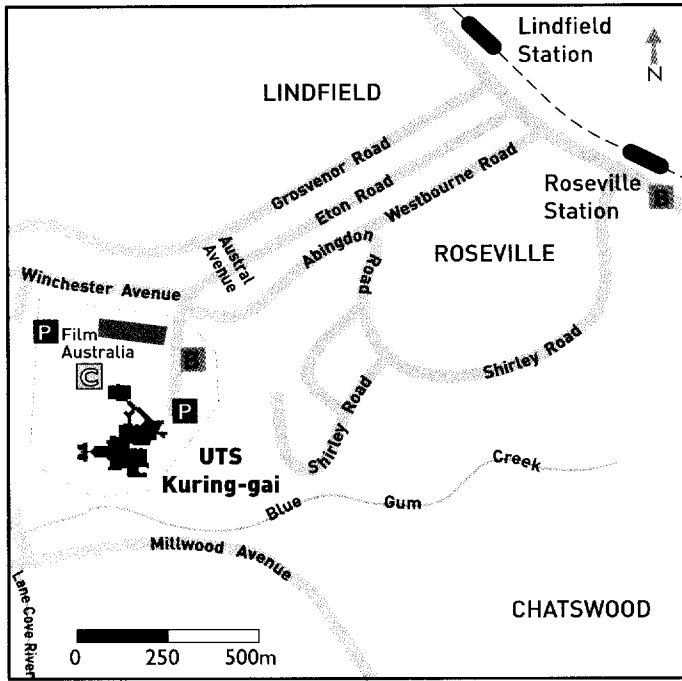
Haymarket



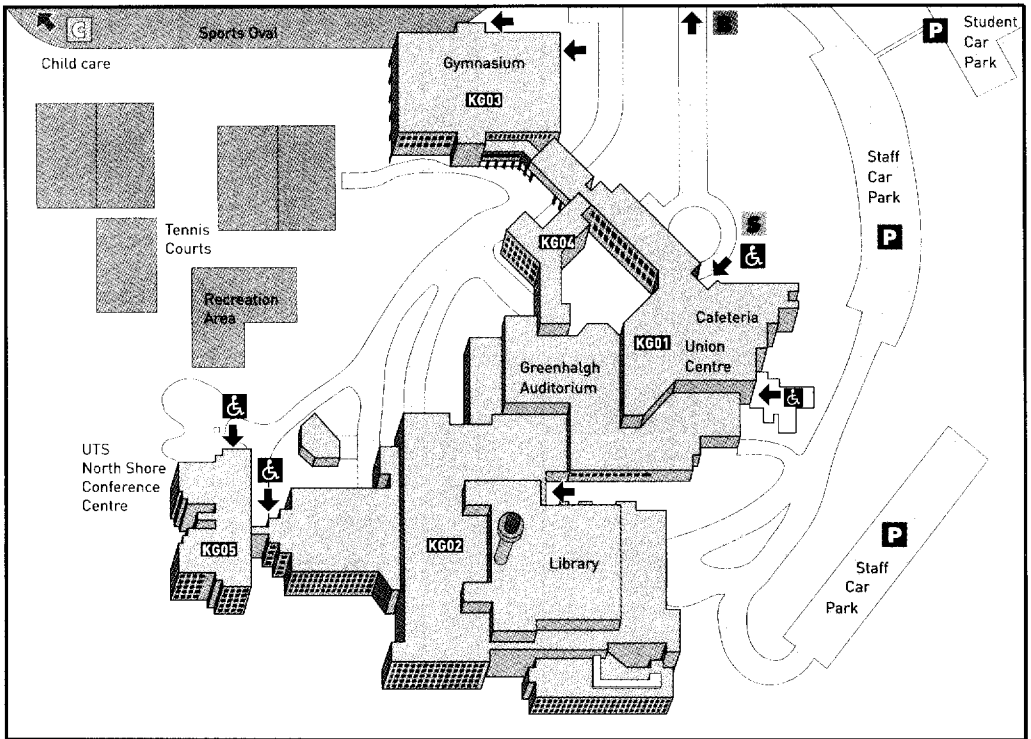
Blackfriars



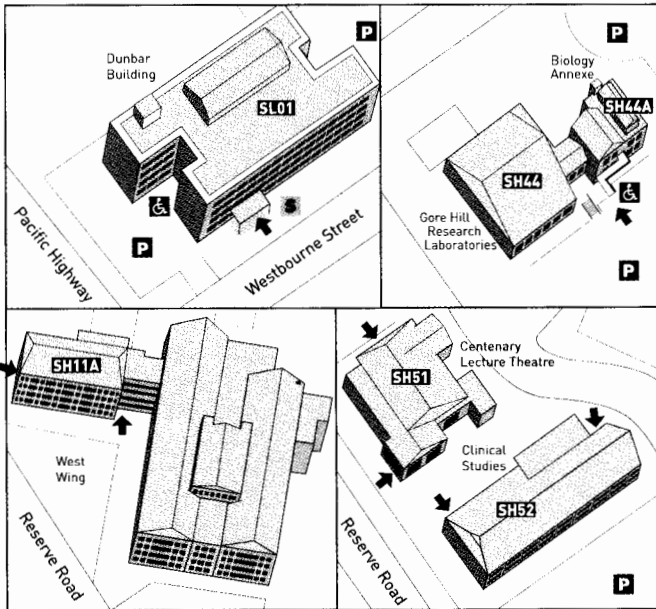
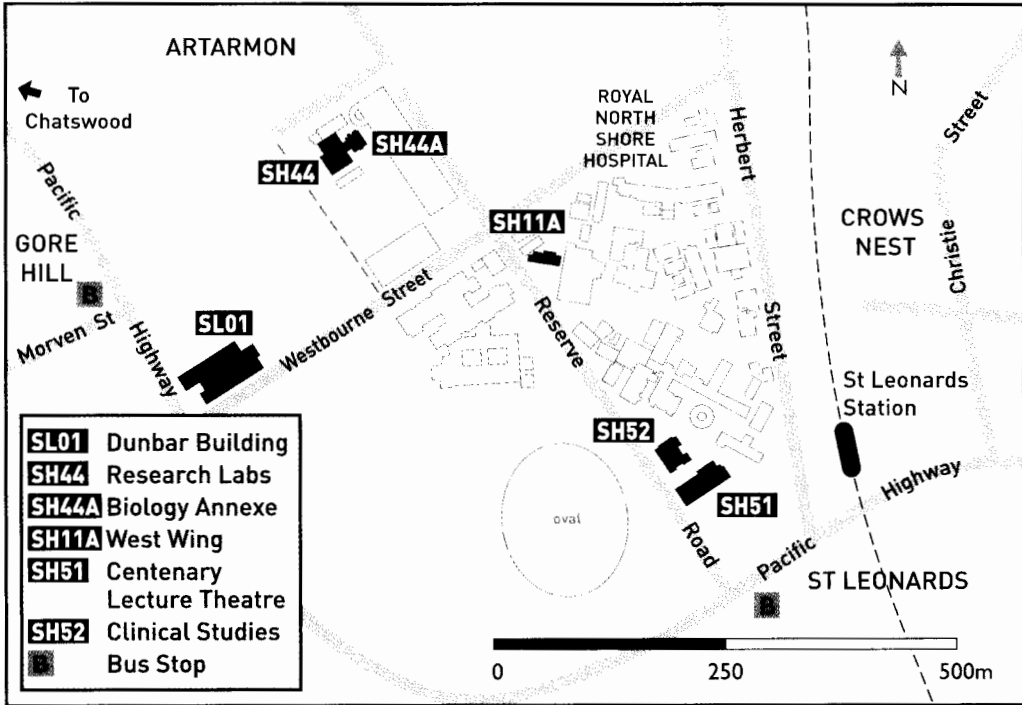
Kuring-gai campus



KEY	
	Entry / Exit
	Disabled access
	Main bus stop
	UTS shuttle bus
	Parking
	Child care
	Student accommodation
	Building numbers



St Leonards campus



KEY

- ➔ Entry / Exit
- ♿ Disabled access
- Main bus stop
- S UTS shuttle bus
- P Parking
- G Child care
- A Student accommodation
- CB01 Building numbers

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