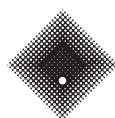


# **BUSINESS AND LAW HANDBOOK 2008**



**VICTORIA  
UNIVERSITY**

**A NEW  
SCHOOL OF  
THOUGHT®**

# DISCLAIMER

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

In today's university environment, changes to courses occur far more frequently than in the past. For current information on Victoria University's courses, readers are advised to access the University's online courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses).

If you have difficulty in accessing this material electronically, please phone (03) 9919 6100 for assistance.

# IMPORTANT INFORMATION

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

This handbook can be downloaded as a pdf file from the Victoria University website at [www.vu.edu.au/courses/handbooks](http://www.vu.edu.au/courses/handbooks).

# HOW TO USE THIS HANDBOOK

Victoria University's 2008 Faculty of Business and Law Handbook is designed to provide students with detailed information on course structures and subject details for undergraduate and postgraduate courses offered by the faculty in 2008.

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

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

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

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

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

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

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

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

## PLEASE NOTE

This handbook provides a guide to courses available within Victoria University's Faculty of Business and Law in 2008. Although all attempts have been made to make the information as accurate as possible, students should check with the faculty that the information is accurate when planning their courses.

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

## OTHER INFORMATION

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



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# SCHOOL OF ACCOUNTING AND FINANCE

Below are details of courses offered by the **School of Accounting and Finance** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

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

## BACHELOR OF BUSINESS (ACCOUNTING) (I)

**Course Code:** BBAA/BWTA

**Campus:** Footscray Park, Werribee, Liaoning-China.

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

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

### Course Structure

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                        |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Accounting</b> |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Units of Study</b>                    |              |        |         |                 |                  |                 |
| Seven approved electives.                         |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>    |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF BUSINESS (BANKING AND FINANCE) (I)

**Course Code:** BBAB

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

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.  
Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Banking and Finance</b> |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3404 CREDIT AND LENDING DECISIONS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3447 COMMERCIAL BANKING AND FINANCE                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.                                  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (ACCOUNTING / HOSPITALITY MANAGEMENT) (I)**

Course Code: BBAH

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                         |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Accounting</b>  |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b> |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BHO2282 ACCOMMODATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Units of Study</b>          |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BBB3001 CO-OPERATIVE EDUCATION 1                        | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BBB3002 CO-OPERATIVE EDUCATION 2                        | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |

## **BACHELOR OF BUSINESS (ACCOUNTING/BANKING AND FINANCE) (I)**

Course Code: BBBA

**Campus:** Footscray Park, Sunway-Malaysia.

### **Course Objectives**

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

### **Course Duration**

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

### **Admission Requirements**

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

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

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

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

### **Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                                 |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Accounting</b>          |              |        |         |                    |                     |                    |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2202 FINANCIAL ACCOUNTING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2203 CORPORATE ACCOUNTING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2204 MANAGEMENT ACCOUNTING                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3307 CORPORATE FINANCE                                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Banking and Finance</b> |              |        |         |                    |                     |                    |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3404 CREDIT AND LENDING DECISIONS                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3447 COMMERCIAL BANKING AND FINANCE                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Units of Study</b>             |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

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

Course Code: BBFI

**Campus:** City Flinders.

### **Course Objectives**

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

### **Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Banking and Finance</b> |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3404 CREDIT AND LENDING DECISIONS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3447 COMMERCIAL BANKING AND FINANCE                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBSA

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>               |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Accounting</b>          |              |        |         |                    |                     |                    |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2202 FINANCIAL ACCOUNTING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2203 CORPORATE ACCOUNTING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2204 MANAGEMENT ACCOUNTING                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3307 CORPORATE FINANCE                                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Information Systems</b> |              |        |         |                    |                     |                    |
| BCO1046 COMPUTER SYSTEMS                                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1103 WEB ENABLED BUSINESS SYSTEMS                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO2148 SYSTEMS ANALYSIS                                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO3144 SYSTEMS DESIGN                                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Units of Study</b>             |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

## BACHELOR OF BUSINESS (SMALL BUSINESS AND ENTREPRENEURSHIP) (I)

Course Code: BBSB

Campus: Footscray Park.

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>   |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Small Business and Entrepreneurship</b> |              |        |         |                    |                     |                    |
| BAO1110 ACCOUNTING FOR SMALL BUSINESS                                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2100 INTRODUCTION TO SMALL ENTERPRISE                                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO2441 PERSONAL FINANCIAL PLANNING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO3100 THE ENTERPRISE PROJECT   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT                                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO2183 ENTREPRENEURIAL BUSINESS ISSUES                                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP                                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Electives</b>   |              |        |         |                    |                     |                    |
| Seven approved electives.  |              |        |         |                    |                     |                    |
| <b>Professional Development Units of Study</b>                             |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

**MASTER OF BUSINESS (ACCOUNTING) (I)****Course Code:** BMAA**Campus:** City Flinders.**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Eight units of study from:</b>                    |              |        |         |                 |                  |                 |
| BAO5748 FINANCIAL SERVICES COMMUNICATION             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO6615 ACCOUNTING PROJECT                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BAO5734 FINANCIAL ANALYSIS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5736 MANAGERIAL CONTROL SYSTEMS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus   |              |        |         |                 |                  |                 |
| BAO7742 BUSINESS RESEARCH METHODS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO7700 THESIS (FULL-TIME)                           | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or   |              |        |         |                 |                  |                 |
| BAO7701 THESIS (PART-TIME)                           | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BAO5561 REPORTING AND PROFESSIONAL PRACTICE          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO7742 BUSINESS RESEARCH METHODS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus six units of study from:                        |              |        |         |                 |                  |                 |
| BAO5748 FINANCIAL SERVICES COMMUNICATION             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO6615 ACCOUNTING PROJECT                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BAO5734 FINANCIAL ANALYSIS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5736 MANAGERIAL CONTROL SYSTEMS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus three units of study from:                      |              |        |         |                 |                  |                 |
| BAO5566 TREASURY                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5567 TAXATION                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5574 STRATEGIC MANAGEMENT ACCOUNTING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5575 FINANCIAL ACCOUNTING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5576 ASSURANCE SERVICES AND AUDITING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

**MASTER OF BUSINESS (PROFESSIONAL ACCOUNTING) (I)****Course Code:** BMBG/BMPA**Campus:** City Flinders, SIC-Singapore.**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The course consists of twelve units of study.

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| Students entering with an undergraduate degree will undertake the following units of study:         |              |        |         |                    |                     |                    |
| BAO5522 MANAGERIAL ACCOUNTING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5524 PROFESSIONAL AUDITING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5525 FINANCIAL AND CORPORATE ACCOUNTING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5534 BUSINESS FINANCE  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5543 ACCOUNTING SYSTEMS AND PROCESSES  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6600 BUSINESS ECONOMICS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO5537 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BLO5538 COMPANY LAW   | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE  | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| Students entering with a Graduate Certificate in Accounting undertake the following units of study: |              |        |         |                    |                     |                    |
| BAO5522 MANAGERIAL ACCOUNTING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5524 PROFESSIONAL AUDITING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5525 FINANCIAL AND CORPORATE ACCOUNTING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5534 BUSINESS FINANCE  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5542 ISSUES IN MANAGEMENT ACCOUNTING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5734 FINANCIAL ANALYSIS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO7742 BUSINESS RESEARCH METHODS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO5537 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BLO5538 COMPANY LAW   | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE  | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |

**MASTER OF BUSINESS (FINANCE) (I)**

Course Code: BMFI

Campus: City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall band score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Compulsory Units of Study</b>               |              |        |         |                    |                     |                    |
| BAO5534 BUSINESS FINANCE                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5734 FINANCIAL ANALYSIS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5748 FINANCIAL SERVICES COMMUNICATION       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6501 QUANTITATIVE ANALYSIS                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| plus any four of the following units of study: |              |        |         |                    |                     |                    |
| <b>Elective Units of Study</b>                 |              |        |         |                    |                     |                    |
| BAO5572 TREASURY RISK MANAGEMENT               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5686 FINANCIAL DERIVATIVE MARKETS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5746 CREDIT AND LENDING MANAGEMENT          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5685 FINANCIAL INSTITUTIONS MANAGEMENT      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO5738 FINANCIAL INSTITUTIONS LAW             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO7742 BUSINESS RESEARCH METHODS              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

plus an additional specialisation of 4 coursework units, which may include further specialisation in finance or in another area approved by the School of Accounting and Finance.

On completion of eight approved units of study students who choose to exit this course will be eligible to receive the Graduate Diploma in Finance.

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

## DOCTOR OF PHILOSOPHY (I)

**Course Code:** BPPA

**Campus:** City Flinders.

### Course Objectives

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

### Course Duration

The course normally requires three years of full-time study or part-time equivalent.

### Course Structure

|                                    | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|------------------------------------|--------------|--------|---------|--------------------|---------------------|--------------------|
| BAO8002 PHD (RESEARCH) (FULL TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| OR                                 |              |        |         |                    |                     |                    |
| BAO8003 PHD (RESEARCH) (PART-TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

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

**Course Code:** BRAA

**Campus:** City Flinders.

### Course Objectives

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

### Course Duration

The course normally requires two years of full-time study or part-time equivalent.

### Course Structure

|                                     | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|-------------------------------------|--------------|--------|---------|--------------------|---------------------|--------------------|
| BAO9800 RESEARCH THESIS (FULL TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| OR                                  |              |        |         |                    |                     |                    |
| BAO9801 RESEARCH THESIS (PART TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

## GRADUATE CERTIFICATE IN ACCOUNTING (I)

**Course Code:** BTAA

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

### Course Objectives

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

### Course Duration

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

### Admission requirements

To qualify for admission to the course an applicant must be able to demonstrate five years of approved work experience.

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BAO5543 ACCOUNTING SYSTEMS AND PROCESSES  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5538 ECONOMICS                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5539 BUSINESS STATISTICS               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |



## SUBJECTS

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

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

### BAO1101 ACCOUNTING FOR DECISION MAKING

**Campus** Footscray Park, St Albans, Sunbury, Werribee, CUHK-Hong Kong, CUF Beijing, Sunway College – Malaysia.

**Prerequisite(s)** Nil.

**Content** The objectives of the unit of study are to provide a basis for further accounting studies, yet meet the needs of students from other areas of business studies; to introduce students to basic accounting concepts and selected accounting practices; and to introduce students to the role of, and the processes involved in, planning and decision making within the business environment. Topics include: introduction to the roles of accounting; management planning and decision making; accounting concepts; cash and accrual accounting; preparation of financial statements; forms of business ownership, and effect on financial statements; an introduction to budgeting; using budgets for control and performance reports; analysis and interpretation; evaluation of performance; the operating cycle; short term decision making and cost behaviour.

**Learning Outcomes** To appreciate the importance of accounting to small business; To appreciate the importance of effective financial management in the successful operation of a small business; To understand the statutory requirements facing small businesses; To design an appropriate accounting system for a typical small business; To produce accounting reports for a typical small business; To develop budgets for small business operation; To analyse the financial performance of small business activities; To assess the taxation considerations facing small business operators.

**Required Reading** Kimmel, P.D., Carlon, S., Loftus, J., Mladenovic, R., Kieso, D.E., Weygandt, J.J., 2006, Accounting, VU Custom Publication, 2nd Edition, John Wiley & Son Australia Ltd. (to be confirmed by the unit of study lecturer). (Book is only available from University Bookshop).

**Recommended Reading** Refer to Unit of Study Guide available for purchase from University Bookshop.

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

**Assessment** Internal Assessment, 40%; Final Examination, 60%. Only non-programmable calculators without text and graphic facilities may be used in examinations.

### BAO1106 ACCOUNTING FOR HOSPITALITY AND TOURISM MANAGERS

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** The aim of this unit of study is to provide students with the broad principles underlying the recording and reporting of financial information, with a major emphasis on the preparation and presentation of General Purpose Financial Reports for the Hospitality and Tourism Industries. Topics include: introduction of hospitality and tourism accounting; a comprehensive review of the accounting system to provide an understanding of the information necessary for effective business management, internal control with particular focus on cash and inventory controls.

**Required Reading** Hoggett, Edwards and Medlin, 2003, Financial Accounting in Australia, 5th edition, Wiley, Brisbane.

**Recommended Reading** Coltman, M., 1998, Hospitality Management Accounting, 6th edn, John Wiley and Sons, New York, U.S.A.

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

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

### BAO1107 ACCOUNTING INFORMATION SYSTEMS

**Campus** City Flinders, Footscray Park, Werribee, Sunbury, Sunway-Malaysia

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** This unit of study will provide students with an understanding of why and how accounting information is prepared and the broad principles underlying its preparation, with major emphasis on preparation of general purpose income statements and balance sheets.

Topics include: introduction to accounting; elements of accounting statements; accrual accounting and the accounting cycle; accounting for merchandising operations; introduction to accounting systems; cash and cash controls; accounting for receivables, inventories, and non-current assets; accounting for partnerships; and introduction to computerised financial accounting systems.

**Required Reading** Carnegie, G., Jones, S., Norris, G., Wigg, R., and Williams, B., 1999, Accounting Financial and Organisational Decision Making, McGraw-Hill (to be confirmed by the subject lecturer).

**Recommended Reading** A. S. and Howitt, G., Financial Systems and Models, Whitecome and Toombs. Barton, A. D., The Anatomy of Accounting, Queensland University Press. (To be confirmed by the unit of study lecturer)

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

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

### BAO1110 ACCOUNTING FOR SMALL BUSINESS

**Campus** Footscray Park.

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** This unit of study will provide students with an introduction to the financial management of small businesses with an emphasis on the preparation and presentation of financial information. Topics include: Taxation and other statutory requirements facing small business; introduction to accounting systems; preparation of accounting records; preparation of accounting reports; budgets in small business and evaluating small business financial performance.

**Required Reading** Holmes, S., Hutchinson, P. J., Forsaith, D.M., Gibson, B. and McMahon, R. G., 2003, Small Enterprise Finance, 2003 Edition, Wiley, Australia.

**Recommended Reading** Meredith, G. G., 1994, Accounting and Financial Management for Business and Decisions, McGraw Hill, Australia. Schaper, M. and Colery, T., 2004, Entrepreneurship and Small Business: A Pacific Rim Perspective, 2004 Edition, Wiley, Australia. Birt, I., 1998, Recordkeeping and Financial Control in Your Small Business, Prentice Hall, Australia. Peacock, R., 2004, Understanding Small Business: Practice, Theory and Research, Second Edition, Scarman Publishing, Australia.

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

**Assessment** Class Presentation – Group, 20%; Assignment (2000 words – Individual), 20%; Examination (3 hour closed book), 60%.

### BAO2100 INTRODUCTION TO SMALL ENTERPRISE

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to inform and challenge students to develop the knowledge and skills required to form a better understanding of the small enterprise sector. Topics include an overview of small business in Australia; the relationship between small business and economic development; the characteristics of an entrepreneur; causes of small business success and failure, and sources of assistance for small enterprise operators.

**Required Reading** Peacock, R. W., 2004, Understanding Small Business: Practice, Theory and Research, second edition, Bookshelf Pubnet.

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

**Assessment** Internal Assessment, 50%; Final Exam, 50%.

### BAO2202 FINANCIAL ACCOUNTING

**Campus** Footscray Park, Werribee, Sunbury, Sunway-Malaysia

**Prerequisite(s)** BAO1107 Accounting Information Systems.

**Content** This unit of study provides students with an introduction to regulation of the business environment and an understanding of how to

apply professional judgement in the recognition and disclosure of business events. Topics include: introduction to the conceptual and regulatory frameworks, tax effect accounting, lease accounting and foreign currency transactions.

**Required Reading** Alfredson, Leo, Picker, Pacter and Radford, 2005, Applying International Standards, 1st edition, John Wiley and Sons Australia Ltd, Australia.

**Recommended Reading** The Australian Corporations Legislation (ACL), International Financial Reporting Standards (IFRSs), 2005 – International Accounting Standards Committee, 2004 Australian CAAP, Parker and Porter, Accounting P/L. Deegan, C., Australian Financial Accounting, 4th edition, McGraw-Hill.

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

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

### BAO2203 CORPORATE ACCOUNTING

**Campus** Footscray Park, Werribee, Sunway-Malaysia, Liaoning-China.  
**Prerequisite(s)** BAO2202 Financial Accounting.

**Content** This unit of study is concerned with how and why corporations report to the many and varied users of accounting information. For this information to be useful it is argued that the information disclosed by corporations should possess certain qualitative characteristics. This unit of study covers the general structure underlying corporate reporting as well as more specific examples of corporate accounting practices designed to give the financial report user useful information on which to make economic decisions. Topics include: accounting for investments in companies, issue and restructuring of share capital and company liquidations.

**Required Reading** Jubb, P., Haswell, S. and Langfield-Smith, I., 2005, Company Accounting, 4th edition, Nelson ITP. Accounting Handbook 2006, CPA and ICAA.

**Recommended Reading** Leo, K.J., Hoggett, J.R., Sweeting, J., Radford, J., 2005, Company Accounting, 6th edition, John Wiley and Sons. Deegan, C., 2005, Australian Financial Accounting, 4th edition, McGraw-Hill Irwin. Alfredson, K., et al, 2005, Applying International Accounting Standards, John Wiley and Sons.

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

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

### BAO2204 MANAGEMENT ACCOUNTING

**Campus** Footscray Park, Werribee, Sunway-Malaysia

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** The unit of study aims to develop students' ability to deal confidently with the multi-faceted challenges facing the function of management accounting in contemporary organisations. The broad areas to be covered include: strategic planning and control; operational planning and control; cost system design, evaluation of product/service costing methodologies.

**Required Reading** Horngren, C.T., S.M., Foster, G., Cost Accounting, A Managerial Emphasis, 12th edition, Pearson Education International, New Jersey.

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

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

### BAO2208 COMPUTERISED ACCOUNTING INFORMATION SYSTEMS

**Campus** Footscray Park, Werribee, Liaoning-China

**Prerequisite(s)** BAO1107 Accounting Information Systems.

**Content** The unit of study aims to develop an understanding of the need for advanced technology in the business organisation and its ramifications for the accounting information system. The unit of study aims to extend students' understanding of accounting procedures, systems and information flows to enable them to record, summarise and communicate financial data in a computerised accounting environment. Additionally, the unit of study aims to develop the students' understanding of different accounting software packages available on the market and illustrates the use of MYOB. This unit of study includes the following topics: accounting information systems

foundations and concepts; analysis of the information needs of a business; system control structures in a computerised accounting environment and accounting information systems applications.

**Required Reading** Moscovice, S., Simkin, M. and Bagranogg, N., 2001, Core concepts of accounting information systems, 7th edn, John Wiley and Sons Inc. Neish, W. and Kahwait, G., 2001, Accounting using MYOB, 4th edn, McGraw-Hill – to be confirmed by the lecturer.

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

**Assessment** Internal Assessment, 100%.

### BAO2209 ENTERPRISE ACCOUNTING INFORMATION SYSTEMS

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO1101 Accounting for Decision Making .

**Content** The aims of this unit of study are to demonstrate the use of integrated information systems in medium to large size organisations and to demonstrate how these systems facilitate the production of accounting information. Topics include: overview of enterprise resource planning (ERP) systems; general ledger, financial reporting and management reporting in an ERP system; hardware/software acquisition alternatives; control in an ERP information system, and accounting evaluation of an ERP implementation.

**Required Reading** Hall, J.A., 2001, Accounting Information Systems, Southern Western.

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

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

### BAO2408 ELECTRONIC COMMERCE ACCOUNTING SYSTEMS

**Campus** Footscray Park, Werribee

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

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

**Required Reading** Kogan, A., Sudit, E.F., Vasarhelyi, M.A., 1998, The Internet Guide for Accountants, Prentice-Hall, New Jersey (to be confirmed by lecturer)

**Recommended Reading** Glover, S., Liddle S. and Prawitt, D., 2003, E-Business Principles and Strategies for Accountants, Prentice Hall. Keogh, Jim, 2001, Essential Guide to Networking, Prentice Hall. Allen, Mark, 2002, E Business the Law and You, Prentice Hall. Louis, P.J., 2001, M Commerce Crash Course, Prentice Hall. Ford, Warwick and Baum, M.S., 2004, Secure Electronic Commerce, Prentice Hall.

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

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

### BAO2441 PERSONAL FINANCIAL PLANNING

**Campus** City Flinders, Footscray Park and Werribee.

**Prerequisite(s)** Nil.

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

**Required Reading** Beal, D & McKeown, W 2006, Personal Finance, 3rd edn, John Wiley & Sons Australia Ltd, Milton, QLD.

**Recommended Reading** Fleet, W. Summers, J & Smith, B 2006, Communications Skills Handbook for Accounting, 2nd edn, John Wiley & Sons Australia Ltd, Milton, QLD. Australian Securities and Investments Commission 2002-2004, ASIC Financial Services Policy Handbook, Thompson Australia. Australian Securities and Investments

Commission 2001, ASIC Good Advice Hand Book – Investment Advisory Service, Thompson Australia. CCH Australia 2005/2006, Australian Master Financial Planning Guide 8th edition, CCH Australia, North Ryde, NSW. (2004 edition available in the reference section at the Footscray Park Library only) CCH Australia 2006. Australian Master Tax Guide 36th edition, CCH Australia, North Ryde, NSW.

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

**Assessment** Internal Assessment 40%, Final Examination 60%.

Students are expected to satisfactorily complete each component of the Assessment to gain a pass in the unit of study.

## **BAO2500 TRANSPORT FINANCIAL PLANNING**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** The unit of study aims to develop knowledge and understanding of financial planning for the transport infrastructure and operations. Topics include: elements of cost for a transport project; types of infrastructure development: direct, BOO, BOOT; pricing transport services; sources of funds: government assistance (bonds etc), private funding (domestic/international); financial mathematics; DCF: long-term financial Assessment of projects; DCF: leasing/buying transport equipment; review and integration of topics in a major case study.

**Required Reading** Bruce, R., McKern, B., Pollard, I and Skully, M., 1997, Handbook of Australian Corporate Finance, 5th edn, Butterworths, Sydney.

**Recommended Reading** Peirson, G., Brown, R., Easton, S. and Howard, P., 1998, Business Finance, McGraw Hill, Sydney. Lumby, S., 1994, Investment Appraisal and Financing Decisions, 5th edn, Chapman and Hall, London. Buckley, A., 1996, International Capital Budgeting, Prentice Hall, London.

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

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

## **BAO3100 THE ENTERPRISE PROJECT**

**Campus** Footscray Park.

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

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

**Required Reading** Articles and Case Studies

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

**Assessment** Internal Assessment, 100%.

## **BAO3292 BUSINESS ETHICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

**Content** The overall aim of the unit of study is to promote ethical awareness in business decision making processes, so that students are sensitised to ethical issues embedded in the complexity of business activities. The unit of study helps to foster an environment where business situations with potentially unethical dimensions can be openly discussed and resolved to the best interests of all concerned. After studying the unit of study, students should be able to competently and responsibly arrive at well-informed and ethically conscious decisions. The unit of study covers the basic theory of ethics to the extent of its relevance to practical decision making processes. The main parts of the unit of study will have a practical orientation, using the theory and an ethical decision-making model as a guide. The following topics will be discussed: why are ethics necessary? Defining ethics in business, setting a tone at the top of the organisation, leadership and communication in the form of codes of conduct within an organisation; the process of making ethical decisions, ethical issues in business activities; environmental influences, the individual, law and regulations, values and culture; the decision making process, information acquisition, ethical criteria, procedural maxims and caveats and the

model of ethical decision making process; dealing with yourself and others, stress, organisational constraints and practices, the question of maintaining relationships; ethical dilemmas in an organisation; corporate culture and a normative model of codes of conduct, empirical evidence on corporate culture; the concept and practice of accountability, i.e. to shareholders, employees, customers, employers and society; fraudulent activities types, cases, causes, actions taken, different roles within an organisation; laws and regulations of fraudulent activities; whistle blowing trade secrets, insider trading, corporate disclosure, professional attitudes, a review of different codes of conduct from various professions/groups the accountancy profession, the management, perceptions of the unions, and employees' perspectives; international business and ethics, multinational corporations and international dimensions of business practices, regulations and culture.

**Required Reading** Articles and case studies.

**Recommended Reading** Articles and case studies distributed during the semester.

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

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

## **BAO3302 INTERNATIONAL ACCOUNTING**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO2202 Financial Accounting.

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

**Required Reading** Choi, F.D.S. and Meek, G., 2005, International Accounting, 5th edn, Prentice-Hall.

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

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

## **BAO3306 AUDITING**

**Campus** Footscray Park, Werribee, Sunway-Malaysia

**Prerequisite(s)** BAO2203 Corporate Accounting.

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

**Required Reading** Gill, C.S., Cosserat, G.W., Leung, P. and Coram, P., 1999, Modern Auditing, 5th edn, John Wiley and Sons, Brisbane. Auditing Handbook

**Recommended Reading** Arens, A.A., Loebbecke, J.K., Best, P.J., and Shailer, G.E., 1997, Auditing in Australia, 4th edn, Prentice Hall, Sydney. Australian Society of CPAs and The Institute of Chartered Accountants in Australia, 1998, Auditing Handbook 1998, Prentice Hall, Sydney. Gill, G.S., and Cosserat, G.W., 1996, Modern Auditing in Australia, 4th edn, Jacaranda Wiley, Brisbane.

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

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

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

### BAO3307 CORPORATE FINANCE

**Campus** City Flinders, Footscray Park, Werribee, Sunway-Malaysia.

**Prerequisite(s)** BAO1101 Accounting for Decision Making .

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

**Required Reading** Petty, J., Peacock, R., Martin, P., Burrow, M., Keown, A., Scott, D., Martin, J., 2003, Financial Management, 3rd edn, Prentice Hall.

**Recommended Reading** Peirson, Bird, Brown and Howard, 2002, Business finance, 8th edn, McGraw-Hill. Ross, Thompson, Christensen, Westerfield and Jordan, 2004, Fundamentals of Corporate Finance, 3rd edition, McGraw-Hill.

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

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

### BAO3308 ADVANCED AUDITING

**Campus** Footscray Park.

**Prerequisite(s)** BAO3306 Auditing.

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

**Required Reading** Articles and case studies.

**Recommended Reading** As for Required Reading above.

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

**Assessment** Internal Assessment, 100%.

### BAO3309 ADVANCED FINANCIAL ACCOUNTING

**Campus** Footscray Park, Werribee, Sunway-Malaysia

**Prerequisite(s)** BAO2203 Corporate Accounting.

**Content** The objective of this unit of study is to enable students to critically analyse the concepts and basis of financial accounting procedures, which they have previously studied, and to introduce selected advanced areas of study in financial accounting concepts. Topics include, accounting theory development; conceptual framework issues include, nature and objectives of financial reporting and elements of financial statements; accounting for intangibles; voluntary disclosures; regulatory reporting framework; accounting theory.

**Required Reading** Deegan, C., 2000, Financial Accounting Theory, Irwin/McGraw-Hill, Sydney. Deegan, C., 2005, Australian Financial Accounting, A custom publication for Victoria University, McGraw-Hill, Sydney. And at least one of the following: Parker, C. and Porter, B., 2005, Australian GAAP, Melbourne OR CAP Australia, Accounting Handbook 2005, Volume 1, Prentice Hall, Sydney.

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

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

### BAO3310 SOCIAL AND ENVIRONMENTAL ACCOUNTING

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO1101 Accounting for Decision Making .

**Content** This unit of study will extend the study of financial accounting into social, ethical and environmental issues and examine the capacity

of accounting reports in relation to those issues. Topics include an introduction to the conceptual framework of financial reporting; corporate social reporting; ethical investments; accounting for environmental assets and liabilities; ethical investments; ethics and the accountant.

**Required Reading** Articles and case studies.

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

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

**Assessment** Internal assessment, 100%.

### BAO3312 ADVANCED MANAGEMENT ACCOUNTING

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

**Prerequisite(s)** BAO2204 Management Accounting.

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

**Required Reading** Articles and case studies.

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

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

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

### BAO3316 THE PRACTISING ACCOUNTANT AND TECHNOLOGY

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BAO2202 Financial Accounting, BLO2206 Taxation Law and Practice.

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

**Required Reading** The Practising Accountant and Technology: CCH Master Tax Guide, 2005 edition. Accounting Handbook, 2005 edition – this may be on a CD and should include the International Standards. Prior editions contain out of date material. Solution 6 – Handbooks on line, 2005 edition.

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

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

**Assessment** Internal Assessment, 100%.

**BAO3317 MANAGERIAL ACCOUNTING, DECISIONS AND TECHNOLOGY****Campus** Footscray Park, Werribee.**Prerequisite(s)** BAO1101 Accounting for Decision Making.

**Content** This unit of study aims to introduce students to the role of advanced technology in accounting taking a management accounting focus. The unit aims to develop practical management accounting skills complemented by related theoretical issues associated with the use of computers to assist the management accountant in providing information for decision making purposes. Topics included are: the use of computers in management accounting, the difference in objectives of management and financial accounting, accounting and technology in corporate strategy development, the value chain and the computerised accounting information system, systems development and evaluation from a management perspective, consideration of the objectives and alternatives in package choice for use in computerised management accounting including statistical, graphics, and spreadsheet packages.

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

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

**Assessment** Internal Assessment, 100%.**BAO3402 INTERNATIONAL BANKING AND FINANCE****Campus** City Flinders, Footscray Park, Sunway-Malaysia**Prerequisite(s)** BAO1101 Accounting for Decision Making .

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

**Required Reading** Madura, J., 2006, International Financial Management, 8th edn, South Western, New York.

**Recommended Reading** Baker, James C., 1998, International Financial Management, Markets and Institutions, Prentice Hall, New Jersey. Eiteman, David K., Arthur, I., Stonehill, and Michael, H. Moffett, 2003, Multinational Financial Management, 10th edition, Addison-Wesley. Eunm Cheol S., and Resnik, Bruce, G., 2004, International Financial Management, 3rd edition, McGraw Hill, Irwin, New York. Hughes, Jane E. and Scott B. Macdonald, 2002, International Banking: Text and Cases, Addison-Wesley, Boston. McInish, Thomas, H., 2000, Capital Markets: A Global Perspective, Blackwell, Oxford. Mullineux, Andrew and Murinde, Victor, 2003, Handbook of International Banking, Edward Elgar, London.

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

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

**BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT****Campus** City Flinders, Footscray Park, Sunway-Malaysia**Prerequisite(s)** BAO1101 Accounting for Decision Making.

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

**Required Reading** Gitman, Joenk, Juchau, Wheldon and Wright, 2004, Fundamentals of Investing, 2nd Australian edition, Pearson.**Recommended Reading** Brailsford, Heaney and Bilson, 2004, Investments, second edition, Thomson.

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

**Assessment** Internal assessment, 30%; Final examination, 70%.**BAO3404 CREDIT AND LENDING DECISIONS****Campus** City Flinders, Footscray Park, Sunway-Malaysia**Prerequisite(s)** BEO3447 Commercial Banking and Finance, BLO3405 Law of Financial Institutions and Securities.

**Content** The unit of study aims to provide an analysis of the various lending activities of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the **Assessment** of credit proposals and the management of credit risk. At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity; identify various lending facilities required by customers; demonstrate an understanding of the issues related to lending to various forms of legal entity, including; individuals, corporations, partnerships, trusts and associations, and analyse and assess lending proposals. Topics include: credit policy retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, and problem loans and recovery.

**Required Reading** Hogan W., Avram, K.J., Brown, C., DeGabriele, R., Ralston, D., Skully, M., Hempel, G., Simonson, D. and Sathye, M., 2004, Management of Financial Institutions, 2nd edition, Wiley.**Recommended Reading** Saunders, A. and Allen, L., 2002, Credit Risk Measurement, 2nd edition, Wiley.

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

**Assessment** Final Examination, 50%; Internal Assessment, 50%.**BAO5405 SPORT FINANCE (SERVICE UNIT OF STUDY)****Campus** City Flinders.**Prerequisite(s)** Nil.

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

**Required Reading** Howard, D. R. and Crompton J. L., Financial Sport Fitness Information Technology, Morgantown W.V.

**Recommended Reading** Bell, A. (ed.), 1990, Introductory Accounting and Finance, Nelson, Melbourne. Bishop, S.R., Crapp, H.R. and Twite, G.J., 1993, Corporate Finance, Rinehart and Winston, Sydney. Bruce, R., McKern, B., Pollard, I., and Skully, M., 1991, Handbook of Australian Corporate Finance, Butterworth, Sydney. Jack A. Newman, R. I., 1994, Accounting Concepts for Managers, Longman Cheshire, Melbourne.

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

**Assessment** Project 1, 25%; Project 2, 25%; Final examination, 50%.**BAO5504 ACTUARIAL MANAGEMENT, INSURANCE AND ASSET CONSULTING****Campus** Records Office / City Flinders Campus

**Content** The unit of study covers an introduction to the role of an actuary in superannuation together with the purpose and requirements of actuary reviews. It explains the role of an asset consultant in superannuation, methods for valuing assets and importance of asset allocation. It also provides an overview of the regulatory framework of the profession, including an outline of requirements of SIS and other standards.

**Learning Outcomes** Students will understand and evaluate the role of an actuary, an insurance advisor, and an asset consultant in the management of superannuation funds.

**Required Reading** To be advised

**Recommended Reading** Australian Master Financial Planning Guide, CCH Australia, Sydney, 2004. Australian Master Superannuation Guide, CCH Australia, Sydney, 2004. ASIC Financial Services Policy Handbook, ASIC 2002-2004, Thompson Australia. BT Financial Group, BT Super Book, CCH Australia, Sydney, 2004.

**Class Contact** Up to 36 hours normally to be delivered as a combination of lecture, seminar, tutorial and or workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment** One research assignment (2500 words), 50%; Final Examination, 50%.

### BAO5505 ACCOUNTING FOR EVENTS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Articles and case studies

**Recommended Reading** Colman, M., and Jagels, M, 2001, Hospitality Management Accounting, 7th edn, Wiley, New York. Srikanthan, L. et al, 1991, Management Accounting for Financial Decisions, Management Readers, Butterworth-Heinemann, Oxford.

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

**Assessment** Internal assignments, 100%.

### BAO5510 FINANCIAL ANALYSIS FOR EMPLOYEE RELATIONS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Class Contact** Equivalent to three hours per week for one semester comprising two one-hour lectures and one one-hour tutorial. Unit of study equal to 12 credit points.

**Assessment** Case studies, assignments, essays and oral presentations, 40%; Examination, 60%.

### BAO5522 MANAGERIAL ACCOUNTING

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

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop students' ability to deal confidently with the multifaceted challenges facing the function of management accounting in contemporary organisations. The broad areas to be covered include: the modern role of management accounting, strategic analysis and planning, operational planning and control, product costing, the costing of services, budgeting and cost-volume profit analysis.

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

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

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

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

### BAO5524 PROFESSIONAL AUDITING

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

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

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

environment in which auditors operate, including legal liability, ethics and independence; and other professional issues, such as the 'audit expectation gap'. As such, the unit of study provides both a practical and conceptual approach to external, as well as internal and public sector auditing, enabling students to gain a complete picture of the audit process in light of contemporary audit issues. In addition, the unit of study aims to enhance a number of generic skills through both the formal components of Assessment and the student's class participation. These include: research, problem solving, and analytical skills; written and presentation skills; and group interaction skills.

**Required Reading** Gill, G.S., Cosserat, G.W., Leung, P. and Coram, P., 1999, Modern Auditing, 5th edn, John Wiley and Sons, Brisbane.

**Recommended Reading** Arens, A.A., Loebbecke, J.K., Best, P.J. and Shailer, G.E., 1997, Auditing in Australia, 4th edn, Prentice Hall, Sydney. Auditing Handbook Coram, P., and Gill, G.S., 1999, Study Guide to Accompany Modern Auditing, 5th edn, John Wiley and Sons, Sydney. Corporations Law 2002 (note, earlier editions may be adequate). Gay, G. and Simnett, R., 2000, Auditing and Assurance, McGraw-Hill, Sydney.

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

**Assessment** Internal assessments, 30%; Final examination, 70%.

Note: Only hand-held non-programmable calculators may be used in examinations. Students may use any form of silent, hand-held calculators, except for programmable calculators or calculators with text storage capacity.

### BAO5525 FINANCIAL AND CORPORATE ACCOUNTING

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

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

**Content** The aims of this unit of study are to extend the study of financial accounting from sole traders and partnerships learned in previous units of study to the corporate form of ownership; encourage a critical approach to accepted corporate reporting practices and current developments in accounting and financial regulation for corporations; introduce accounting for the issue and reorganisation of share capital; familiarise students with the accounting concepts involved in inter company investments; introduce specific corporate financial accounting practices, including accounting for company income tax; foreign currencies and leases; and consider current financial reporting issues. Topics include: Corporate financial reporting regulations; company formation; retained profits, reserves and distribution to owners; reorganization of capital; accounting for consolidated entities: purchase consolidation; inter-entity transactions; accounting for leases; accounting for foreign currencies: transactions, forward contracts; subsidiaries; accounting for company income tax; current and emerging issues including corporate governance; financial instruments.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

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

**Assessment** Assignments, case studies, class presentations, 40%; Examination, 60%.

### BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY

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

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

**Content** This unit develops the notion of knowledge management and the linkages to, and importance of the accounting information system in the firm. Accountants today make use of the computer and rely on a diverse range of software to perform their role as knowledge workers. Alongside the accounting packages, software such as word processing, data basing and spread sheeting packages are equally important for the accountant. In some areas expert systems are also adopted. The units offered include the basics of computers in accounting and knowledge management, the fundamentals involved in the design of computerised accounting system, issues relating to crime, ethics and internal control, and how the computerisation of the accounting environment has changed these concerns. A number of special interest areas such as the skills that flow from the year 2000 problem, the notion of eo-commerce, implications for audit, and a unit entitled 'The Future' are included. The latter being vitally important in this dynamic

and ever changing field blending the traditional accounting functions with advanced technology. The unit recognises that the accounting function permeates the total organisation, is a basis for many major decisions in our society, and that the appropriate use of technology can enhance the quality of decision-making. A non assessable option is also available to students wishing to undertake basic introductions to MYOB and SAP, although such training is not seen as fundamental to the course of study. Content can be expected to change since accounting and technology is dynamic, and changes particularly in the Internet dimension changes rapidly.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

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

**Assessment** Internal Assessment, 100%.

## **BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is for students to gain a broad understanding of the role and use of accounting information in government. Accounting practices in the public sector are studied more from a manager's perspective than from a technical accounting practitioner's perspective, and no prior accounting knowledge is assumed. Topics include: strategic and operational planning and budgeting; governmental accounting and reporting requirements; performance measurement and reporting; costing techniques; cost benefit analysis and evaluation; capital budgeting; current issues in government accounting.

**Required Reading** Articles and case studies

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

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

**Assessment** Internal assessment, 100%.

## **BAO5534 BUSINESS FINANCE**

**Campus** City Flinders.

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

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

**Required Reading** Peirson and Bird

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

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

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

## **BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING**

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

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

**Content** The objective of this unit of study is to enable students to critically analyse the concepts and basis of financial accounting procedures that have been previously studied and to introduce selected advanced areas of study in financial accounting concepts. Topics include: conceptual and regulatory frameworks, the nature and objectives of financial reporting and elements of financial statements, measurement, accounting for intangibles and voluntary disclosures. The unit of study is predominantly geared towards students being encouraged to further develop their cognitive and behavioural skills. Particular attention is given to the continued mastery of technical skills

in conjunction with the development of students' analytic and appreciative skills.

**Required Reading** Deegan, C., 2000, Financial Accounting and Theory, Irwin/McGraw-Hill, Sydney. Deegan, C., 2005, Australian Financial Accounting, A Custom Publication for Victoria University, McGraw-Hill, Sydney. And at least one of the following: Parker, C. and Porter, B., 2005, Australian GAAP, Melbourne OR CPA Australia, Accounting Handbook 2005, Volume 1, Prentice Hall, Sydney.

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

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

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

## **BAO5542 ISSUES IN MANAGEMENT ACCOUNTING**

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

**Prerequisites** BAO5522 Managerial Accounting .

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

**Required Reading** Articles and case studies as prescribed by lecturer

**Recommended Reading** To be advised by lecturer

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

**Assessment** Coursework, 50%; Final examination, 50%.

## **BAO5543 ACCOUNTING SYSTEMS AND PROCESSES**

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

**Prerequisite(s)** Nil.

**Content** To introduce students to basic accounting concepts and current accounting practices (both manual and electronic). The unit of study includes: course introduction; role of accounting in the planning and decision making framework; the period and profit concepts; importance of cash management; the manual recording process; classification in accounting reports; the use of an accounting package; incomplete records; the analysis and interpretation of accounting information to evaluate performance and structure; fixed assets; inventory valuation and procedures; funds statements; accounting for partnerships.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

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

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

## **BAO5551 SUPERANNUATION INVESTMENT OBJECTIVES AND STRATEGIES**

**Campus** City Flinders

**Prerequisite(s)** Nil

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

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

**Required Reading** To be advised

**Recommended Reading** Australian Master Financial Planning Guide, CCH Australia, Sydney, 2004. Australian Master Superannuation Guide, CCH Australia, Sydney, 2004. ASIC Financial Services Policy Handbook, ASIC 2002-2004, Thompson Australia. BT Financial Group, BT Super Book, CCH Australia, Sydney, 2004.

**Class Contact** Up to thirty six hours normally to be delivered as a combination of lecture, seminar, tutorial and or workshop or a delivery



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

**Assessment** One research assignment (2500 words), 50%; Final Examination, 50%.

### **BAO5561 REPORTING AND PROFESSIONAL PRACTICE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes – Reporting and Professional Practice

**Recommended Reading** To be advised by lecturer

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

**Assessment** CPA Australia Examination, 100%.

### **BAO5562 CORPORATE GOVERNANCE AND ACCOUNTABILITY**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes – Corporate Governance and Accountability

**Recommended Reading** To be advised by lecturer

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

**Assessment** CPA Australia examination, 100%.

### **BAO5566 TREASURY**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes, Treasury.

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

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

**Assessment** CPA Australia examination, 100%.

### **BAO5567 TAXATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes – Taxation.

**Recommended Reading** Income Tax Assessment Act.

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

**Assessment** CPA Australia examination, 100%.

### **BAO5571 CORPORATE COLLAPSE AND ETHICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Clarke, F.L., Dean, G.W. and Oliver, K.G., 2003, Corporate Collapse: Regulatory Accounting and Ethical Failure, Cambridge University Press, Melbourne.

**Recommended Reading** Articles and case studies

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

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

### **BAO5572 TREASURY RISK MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

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

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

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

### **BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Butler, K., 2004, Multinational Finance, 3rd Edition, South Western, Ohio.

**Recommended Reading** Baker, James C., 1998, International Financial Management, Markets and Institutions, Prentice Hall. Buckley, Adrian, 2003, Multinational Finance, Pearson. Crum, Roy L., Eugene F. Brigham and Joel Houston, 2005, Fundamentals of International Finance, South-Western. Witeman, David, Arthur Stonehill and Michael Moffett, 2002, Multinational Business Finance, 10th edition, Addison Wesley. Eun, Cheol and Bruce Resnick, 2004, International Financial Management, 3rd edition, Addison-Wesley. Madura, Jeff, 2003, International Financial Management, 7th edition, South-Western. McInish, Thomas H., 2000, Capital Markets: A Global Perspective, Blackwell. Shapiro, Alan, C., 2003, Multinational Financial Management, 7th edition, Prentice-Hall.

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



or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal assessment, 40%; Examination, 60%.

### **BAO5574 STRATEGIC MANAGEMENT ACCOUNTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes-Strategic Management Accounting.

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

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

**Assessment** CPA Australia examination, 100%.

### **BAO5575 FINANCIAL ACCOUNTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes – Financial Accounting.

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

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

**Assessment** CPA Australia examination, 100%.

### **BAO5576 ASSURANCE SERVICES AND AUDITING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** CPA Australia Segment notes – Assurance Services and Auditing.

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

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

**Assessment** CPA Australia examination, 100%.

### **BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes the following topics: Introduction to accounting-flow of information through the accounting system, accounting principles and conventions, the conceptual framework; Schoolal accounting-The Uniform System of Accounts, direct and indirect costs, problems of cost allocation; analysis of accounting reports-comparative and common size reports, ratio analysis, operating ratios; planning and control using budgets-the budgeting process, preparation of budgets, flexible budgets and standard costs, performance reports and variance analysis; cost behaviour and CVP analysis-cost concepts, fixed and variable costs, break even calculations, relevant costs and short term decisions; pricing-methods of pricing, pricing in the hospitality and travel industries; capital

budgeting and investment decisions-methods of evaluating long term decisions; introduction to feasibility studies.

**Required Reading** Coltman, M.M. and Jagels, M.G., 2001, Hospitality Management Accounting, 7th edn, John Wiley and Sons, New York.

**Recommended Reading** Articles and case studies.

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

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

### **BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to re-acquaint students with the background of financial reporting as a precursor to visiting theory development, disclosure problems and emerging issues. This unit of study includes the following topics: historical perspective of accounting; financial reporting framework; an Australian context; theories in financial accounting; measurement and theory development; conceptual framework; a critique; asset disclosure; liability disclosure; contextual problems; emerging issues.

**Required Reading** Articles and case studies.

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

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

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

### **BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Articles and case studies.

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

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

**Assessment** Internal assessment, 100%.

### **BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Peirson and Bird.

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

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

**Assessment** Internal Assessment, 50%; Final Examination, 50%.

### BAO5734 FINANCIAL ANALYSIS

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

**Prerequisite(s)** Nil.

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

**Required Reading** Palepu, K., Healy, P., and Bernanrd, V., 2000, Business analysis and Valuation using Financial Statements, 2nd edn, South Western Thomson Learning.

**Recommended Reading** To be advised.

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

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

### BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

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

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

**Assessment** Internal assessment, 100%.

### BAO5736 MANAGERIAL CONTROL SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Articles and case studies.

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

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

### BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING

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

**Prerequisite(s)** Nil.

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

accounting, consolidation of group accounts, developing countries, and international accounting regulation.

**Required Reading** Baydoun, N., Nishimura, A., and Willet, R., 1997, Accounting in the Asia-Pacific Region, John Wiley, Singapore.

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

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

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

### BAO5746 CREDIT AND LENDING MANAGEMENT

**Campus** City Flinders.

**Prerequisite(s)** BEO5685 Financial Institutions Management.

**Content** The unit of study aims to provide an analysis of the various lending activities of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the Assessment of credit proposals and the management of credit risk. At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity, identify various leading facilities required by customers, demonstrate an understanding of the issues related to lending to various forms of legal form, including, individuals, corporations, partnerships, trusts and associations, and analyse and assess lending proposals. Topics include: Credit policy, retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, traditional techniques for credit analysis, distressed firm prediction and an overview of the newer models of assessing credit risk e.g. term structure models, mortality models and option model.

**Required Reading** Hemple, G.H., and Simonson, D.G., 1999, Management Text and Cases, 5th edn, John Wiley and Sons.

**Recommended Reading** Berry, A., Faulkner, S., Hughes, M., and Jarris, R., 1993, Bank Lending: Beyond The Theory, Chapman and Hall. Blay, S., and Clark, E., 1993, Australian Law of Financial Institutions, Harcourt Brace. Bourke, P., and Shanmugan, B., 1990, An Introduction to Bank Lending, Addison-Wesley. Hogan W., Pollard, I. and Skully, M., 1997, Handbook of Australian Corporate Finance, 5th edn, Butterworths.

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

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

### BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Reilly, Frank K., and Norton, Edgar, A., 1995, Investments, 4th edn., Dryden Press.

**Recommended Reading** Ball, R., and Kothari, S., (eds), 1994, Financial Statement Analysis, McGraw-Hill. Carew, Edna., 1995, Derivatives Decoded, Allen and Unwin. Dunstan, Barrie, Jean Louis, 1992, Financial Literature Index, (3rd edn), McGraw-Hill. Lonergan W., 1996, The Valuation of Businesses Share and Other Equity, Longman.

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

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

**BAO5748 FINANCIAL SERVICES COMMUNICATION****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** This unit of study provides accountants and other financial services industry professionals with the knowledge and skills required for effective communication and good practice in managing information. The unit includes: effective written and spoken communication skills; organising and leading meetings, seminars and discussion groups; financial services industry responsibilities, guidelines, procedures, and legislation; the roles and requirements of professional organizations; identification, maintenance, monitoring and review of key relationships; and managing the flow of information to and from stakeholders for compliance with organizational and legislative requirements and industry codes of practice. By the end of the unit, students should be able to: confidently perform in public speaking; chair meetings and conduct seminars; clearly and effectively prepare business reports and documentation; understand relevant legislative and regulatory issues affecting the financial services industry; identify and maintain key business relationships; and effectively manage staff and client information flows.

**Required Reading** Fleet, W. et al., 2004, Communication Skills Handbook for Accounting: How to Succeed in Written and Oral Communication, John Wiley.

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

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

**BAO6504 ACCOUNTING FOR MANAGEMENT****Campus** Jiaotong-China, SIC-Singapore, AHC-Bangladesh, Sunway-Malaysia.**Prerequisite(s)** Nil.

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

**Required Reading** Bazley, Contemporary Accounting: A Conceptual Approach, 5th edn.

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

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

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

**BAO6615 ACCOUNTING PROJECT****Campus** City Flinders.**Prerequisite(s)** BAO7742 Business Research Methods.

**Content** In an increasingly complex and competitive business environment, accountants with business research skills are in a position to address the information needs of organisations. The aim of the unit of study is to equip students with the knowledge and skills in research methods necessary for the undertaking and evaluation of business research projects. The project proposal must be well defined and achievable, and must be approved before the project proceeds, project report consisting of 10,000 words.

**Required Reading** Articles and case studies.

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

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

**Assessment** Project report, 100%.

**BAO6621 STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to explain the context of financial statement analysis, social security issues, estate planning, taxation planning, superannuation and retirement income streams, expatriate and accounting for foreign exchange risk.

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

**Recommended Reading** Butler, K., 2000, Multinational Finance, 2nd edn, South Western, Ohio.

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

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

**BAO6714 COMPUTERISED ACCOUNTING IN AN ERP SYSTEM****Campus** City Flinders.**Prerequisite(s)** Nil.

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

**Required Reading** Hall, J.A., 2001, Accounting Information Systems, South-Western.

**Recommended Reading** Bodnar, G.H. and Hopwood, W.S., 1998, Accounting Information Systems, Prentice Hall. Doak, J.T., 1995, Computerized Accounting Principles, West Publishing. Laudon, K.C. and Laudon, J.P., 2000, Management Information Systems: Organisational Technology in the Networked Enterprise, Pearson Education Australia, Australia. Oz, Effy, 2000, Management Information Systems, Nelson Thompson Learning, Australia. Romney, M.B. and Steinbart, P.J., 1999, Accounting Information Systems, 8th edn., Prentice Hall.

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

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

**BAO7700 THESIS (FULL-TIME)****Campus** City Flinders.**Prerequisite(s)** BAO7742 Business Research Methods.

**Content** The thesis will be a paper of publishable quality, of no more than 20,000 words. This will be examined by two examiners, one who is normally a member of the Faculty of Business and Law and the other external to the Faculty of Business and Law. The student will also participate in an oral examination of the thesis.

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

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

**Class Contact** Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%.

**BAO7701 THESIS (PART-TIME)****Campus** City Flinders.**Prerequisite(s)** BAO7742 Business Research Methods.

**Content** The thesis will be a paper of publishable quality, of no more than 20,000 words. This will be examined by two examiners, one who is normally a member of the Faculty of Business and Law and the other external to the Faculty of Business and Law. The student will also participate in an oral examination of the thesis.

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

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

**Class Contact** Unit of study equal to 18 credit points.

**Assessment** Thesis, 100%.

### **BAO7742 BUSINESS RESEARCH METHODS**

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

**Prerequisite(s)** Please Enquire.

**Content** The aims of this unit of study are to equip students with the knowledge and skills in research methods necessary for the evaluation and undertaking of business research projects. This unit of study includes the following topics: the research, process, research design, measurement of variables, data collection methods, sampling, data analysis and interpretation, case study, field and experimental research, discipline area review, proposal and thesis development. The use of electronic databases and the Internet are an integral part of the unit of study.

**Required Reading** Articles and case studies.

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

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

**Assessment** Internal assessment, 50%; Examination, 50%.

### **BAO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

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

**Required Reading** To be advised.

**Recommended Reading** To be advised.

**Class Contact** Two year duration. Unit of study equal to 48 credit points.

**Assessment** Dissertation thesis, 100%.

### **BAO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** To be advised.

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Dissertation thesis, 100%.

### **BAO8002 PHD (RESEARCH) (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 48 credit points.

**Assessment** Research thesis, 100%.

### **BAO8003 PHD (RESEARCH) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

### **BAO9800 RESEARCH THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BAO7742 Business Research Methods.

**Content** Submission of Thesis.

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 48 credit points.

**Assessment** Research thesis, 100%.

### **BAO9801 RESEARCH THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BAO7742 Business Research Methods.

**Content** Submission of Thesis.

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

### **BAO9913 ACCOUNTING INFORMATION SYSTEMS (ENGINEERING AND SCIENCE SERVICE SUBJECT)**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to introduce students to the language and concepts of accounting and to the provision of financial information to meet user requirements. Topics include: introduction to the uses and users of accounting information; the presentation and interpretation of accounting reports; provision of information for business management; basic decision making and financial planning.

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

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

**Assessment** Test and assignment, 30%; Final examination, 70%.

# SCHOOL OF APPLIED ECONOMICS

Below are details of courses offered by the **School of Applied Economics** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

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

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

**Course Code:** BBAN

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

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.                                  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF BUSINESS (RETAIL MANAGEMENT)

**Course Code:** BBAR

This course is NOT available to commencing students.

**Campus:** Footscray Park, Sunway-Malaysia.

### Course Objectives

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

### Course Duration

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

### Admission requirements

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

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

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

**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|--|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Core Units of Study</b>                               |                     |              |                |                        |                         |                        |
| BAO1101 ACCOUNTING FOR DECISION MAKING                   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                 | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1103 MICROECONOMIC PRINCIPLES                         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1104 MACROECONOMIC PRINCIPLES                         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1106 BUSINESS STATISTICS                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO1171 INTRODUCTION TO MARKETING                        | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BLO1105 BUSINESS LAW                                     | 12                  | 0.1250       | 1              | \$510                  | \$637                   | \$1,430                |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Specialisation Units of Study – Retail Management</b> |                     |              |                |                        |                         |                        |
| BEO1185  |                     |              |                |                        |                         |                        |
| BEO2186  |                     |              |                |                        |                         |                        |
| BEO3257 ECONOMICS OF RETAILING                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3295  |                     |              |                |                        |                         |                        |
| BHO3405 ELECTRONIC RETAILING                             | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3406 STRATEGIC RETAILING                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Support Units of Study</b>                            |                     |              |                |                        |                         |                        |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3500 APPLIED ECONOMICS RESEARCH PROJECT               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |

**Elective**

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

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

**Course Code:** BBBE

This course is NOT available to commencing students.

**Campus:** Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

**Course Structure**

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

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

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|--|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Core Units of Study</b>                               |                     |              |                |                        |                         |                        |
| BAO1101 ACCOUNTING FOR DECISION MAKING                   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                 | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1105 ECONOMIC PRINCIPLES                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1106 BUSINESS STATISTICS                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO1171 INTRODUCTION TO MARKETING                        | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BLO1105 BUSINESS LAW                                     | 12                  | 0.1250       | 1              | \$510                  | \$637                   | \$1,430                |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Specialisation Units of Study – Applied Economics</b> |                     |              |                |                        |                         |                        |
| BEO2250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO2263 MACROECONOMIC ANALYSIS                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO2264 MICROECONOMIC ANALYSIS                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO2283 APPLIED REGRESSION ANALYSIS                      | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3366 ECONOMIC POLICY AND RESEARCH                     | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO2284 BUSINESS FORECASTING METHODS                     | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Electives</b>   |                     |              |                |                        |                         |                        |
| Seven approved electives.                                |                     |              |                |                        |                         |                        |
| <b>Professional Development Units of Study</b>           |                     |              |                |                        |                         |                        |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                       | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                       | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                       | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |

**BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL COMMERCE)**

Course Code: BBCI

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BE01252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Retail Commerce</b>     |              |        |         |                 |                  |                 |
| BE01195 GLOBAL RETAILING                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03201 DISTRIBUTION MANAGEMENT AND OPERATIONS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03257 ECONOMICS OF RETAILING                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03296 BUYING AND MERCHANDISING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03406 STRATEGIC RETAILING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3405 ELECTRONIC RETAILING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (APPLIED ECONOMICS/INTERNATIONAL TRADE) (I)**

Course Code: BBEI

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Applied Economics</b>   |              |        |         |                 |                  |                 |
| BEO2250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2263 MACROECONOMIC ANALYSIS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2264 MICROECONOMIC ANALYSIS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2283 APPLIED REGRESSION ANALYSIS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2284 BUSINESS FORECASTING METHODS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3366 ECONOMIC POLICY AND RESEARCH                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBFB

Campus: Offshore Sunway.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b> |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – Banking and Finance</b>       |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3404 CREDIT AND LENDING DECISIONS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3447 COMMERCIAL BANKING AND FINANCE                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |



|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## **BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ELECTRONIC COMMERCE) (I)**

**Course Code:** BBFE

This course is NOT available to commencing students.

**Campus:** Footscray Park.

### **Course Objectives**

The course aims to provide students with a sound education in the principles and practice of risk management, data management and networked systems, with a focus on the relationship between risk management and the development of new computer based systems.

### **Course Duration**

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

### **Admission requirements**

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

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

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

### **Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b>           |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – Electronic Commerce</b>                 |              |        |         |                 |                  |                 |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Support Units of Study</b>  |              |        |         |                 |                  |                 |
| Four units of study selected from the following:                           |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3149 COMPUTER PROJECT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3500 APPLIED ECONOMICS RESEARCH PROJECT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| Co-operative Education (two units) or BBB3100 Business Integrated Learning |              |        |         |                 |                  |                 |

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

**Course Code:** BBFG

**Campus:** Offshore.

### **Course Objectives**

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

### **Course Duration**

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

### **Admission Requirements**

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

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

### **Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b>      |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE                                     | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – Global Logistics and Transport</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3202 SUPPLY PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3203 SUPPLY AND VALUE NETWORKS                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3418 GLOBAL TRANSPORT ECONOMICS                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO4123 GLOBAL LOGISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                        |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT) (I)

Course Code: BBFR

Campus: City Flinders, Sunway-Malaysia.

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b> |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Electives</b>                               |              |        |         |                 |                  |                 |
| Seven approved electives.                      |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## **BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/INTERNATIONAL TRADE) (I)**

Course Code: BBFT

Campus: City Flinders.

### **Course Objectives**

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

### **Course Duration**

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

### **Admission Requirements**

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

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

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

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

### **Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b> |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – International Trade</b>       |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBGA

Campus: Offshore.

### **Course Objectives**

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

### **Course Duration**

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

### **Admission Requirements**

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

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

**Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Global Logistics and Transport</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3202 SUPPLY PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3203 SUPPLY AND VALUE NETWORKS                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3418 GLOBAL TRANSPORT ECONOMICS                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO4123 GLOBAL LOGISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Accounting</b>                     |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                        |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBGI

Campus: Offshore.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

**Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Global Logistics and Transport</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3202 SUPPLY PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3203 SUPPLY AND VALUE NETWORKS                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3418 GLOBAL TRANSPORT ECONOMICS                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO4123 GLOBAL LOGISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b>            |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BEO3517 INTERNATIONAL TRADE PRACTICES          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF BUSINESS (GLOBAL LOGISTICS AND TRANSPORT)

Course Code: BBGL

Campus: City Flinders, Alberton Singapore.

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Global Logistics and Transport</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3202 SUPPLY PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3203 SUPPLY AND VALUE NETWORKS                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3418 GLOBAL TRANSPORT ECONOMICS                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO4123 GLOBAL LOGISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| RCM3021 LOGISTICS ANALYSIS AND SOLUTIONS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| Seven approved electives.   |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>                        |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

### Professional Recognition

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

## BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS)

Course Code: BBIB

Campus: Werribee.

### Course Objectives

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

### Course Duration

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                    |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Business</b> |              |        |         |                 |                  |                 |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLB4141 INTERNATIONAL TRADE LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BMO3352 INTERNATIONAL MANAGEMENT                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| Seven approved electives.                                     |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>                |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Semester Abroad**

Students in undertaking this course will normally undertake a semester abroad. The study abroad semester is intended to provide students with a 'real' international experience as part of their degree, which is particularly crucial if they are going to work for international corporations. In this semester abroad, students will normally study the equivalent of four units of study to be credited to their degree. These units of study may count towards the business core and/or specialization units of study, a major in language/ culture studies, or other minors/majors approved by the Course Co-ordinator.

**BACHELOR OF BUSINESS (INTERNATIONAL TRADE/RETAIL MANAGEMENT)**

Course Code: BBIR

This course is NOT available to commencing students.

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

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

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3373 INTERNATIONAL MARKETING                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Retail Management</b>     |              |        |         |                    |                     |                    |
| BEO1185  |              |        |         |                    |                     |                    |
| BEO2186  |              |        |         |                    |                     |                    |
| BEO3257 ECONOMICS OF RETAILING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3295  |              |        |         |                    |                     |                    |
| BEO3406 STRATEGIC RETAILING                                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3405 ELECTRONIC RETAILING                                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Support Units of Study</b>                                |              |        |         |                    |                     |                    |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3500 APPLIED ECONOMICS RESEARCH PROJECT                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Electives</b>   |              |        |         |                    |                     |                    |
| Two approved electives, which may be Co-operative Education. |              |        |         |                    |                     |                    |

## BACHELOR OF BUSINESS (RETAIL COMMERCE/MARKETING) (I)

Course Code: BBMC

Campus: Footscray Park.

### Course Objectives

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

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                             |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                                   | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Retail Commerce</b> |              |        |         |                    |                     |                    |
| BEO1195 GLOBAL RETAILING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3257 ECONOMICS OF RETAILING                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3296 BUYING AND MERCHANDISING                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3406 STRATEGIC RETAILING                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3405 ELECTRONIC RETAILING                           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Marketing</b>       |              |        |         |                    |                     |                    |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2285 MARKETING RESEARCH                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2434 CONSUMER BEHAVIOUR                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3254 ADVANCED MARKETING RESEARCH                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3435 MARKETING PLANNING AND STRATEGY                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Units of Study</b>         |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

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

Course Code: BBME

Campus: Footscray Park.

**Course Objectives**

The course aims to provide students with a sound education in the principles and practice of music industry and event management.

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Music Industry</b>   |              |        |         |                 |                  |                 |
| BEO2403 INTRODUCTION TO MUSIC BUSINESS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3408 MUSIC PUBLISHING AND RECORDING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2405 MUSIC MARKETING                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2401 MUSIC INDUSTRY LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BMO2402 MUSIC INDUSTRY MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Event Management</b> |              |        |         |                 |                  |                 |
| BHO2432 INTRODUCTION TO EVENTS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2531 EVENT PROJECT MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Unit of Study</b>                           |              |        |         |                 |                  |                 |
| One approved elective                                   |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (RETAIL MANAGEMENT/MARKETING)**

Course Code: BBMR

This course is NOT available to commencing students.

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

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



**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|--|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Core Units of Study</b>                               |                     |              |                |                        |                         |                        |
| BAO1101 ACCOUNTING FOR DECISION MAKING                   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                 | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1103 MICROECONOMIC PRINCIPLES                         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1104 MACROECONOMIC PRINCIPLES                         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1106 BUSINESS STATISTICS                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO1171 INTRODUCTION TO MARKETING                        | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BLO1105 BUSINESS LAW                                     | 12                  | 0.1250       | 1              | \$510                  | \$637                   | \$1,430                |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Specialisation Units of Study – Retail Management</b> |                     |              |                |                        |                         |                        |
| BEO1185  |                     |              |                |                        |                         |                        |
| BEO2186  |                     |              |                |                        |                         |                        |
| BHO3405 ELECTRONIC RETAILING                             | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3406 STRATEGIC RETAILING                              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3257 ECONOMICS OF RETAILING                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3295  |                     |              |                |                        |                         |                        |
| <b>Specialisation Units of Study – Marketing</b>         |                     |              |                |                        |                         |                        |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                     | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO2434 CONSUMER BEHAVIOUR                               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO3254 ADVANCED MARKETING RESEARCH                      | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO3435 MARKETING PLANNING AND STRATEGY                  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Support Units of Study</b>                            |                     |              |                |                        |                         |                        |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING            | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3500 APPLIED ECONOMICS RESEARCH PROJECT               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO2285 MARKETING RESEARCH                               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |

**Electives**

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

**BACHELOR OF BUSINESS (MUSIC INDUSTRY) (I)**

Course Code: BBMS

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|   | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|---|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Core Units of Study</b>                            |                     |              |                |                        |                         |                        |
| BAO1101 ACCOUNTING FOR DECISION MAKING                | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1105 ECONOMIC PRINCIPLES                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO1106 BUSINESS STATISTICS                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO1171 INTRODUCTION TO MARKETING                     | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BLO1105 BUSINESS LAW                                  | 12                  | 0.1250       | 1              | \$510                  | \$637                   | \$1,430                |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| <b>Specialisation Units of Study – Music Industry</b> |                     |              |                |                        |                         |                        |
| BEO2403 INTRODUCTION TO MUSIC BUSINESS                | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO3408 MUSIC PUBLISHING AND RECORDING                | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO2405 MUSIC MARKETING                               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BLO2401 MUSIC INDUSTRY LAW                            | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BMO2402 MUSIC INDUSTRY MANAGEMENT                     | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Electives</b>                               |              |        |         |                 |                  |                 |
| Seven approved electives.                      |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT/ACCOUNTING) (OFFSHORE)**

Course Code: BBRA

Campus: Offshore.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Financial Risk Management</b> |              |        |         |                 |                  |                 |
| BAO2441 PERSONAL FINANCIAL PLANNING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2401 RISK MANAGEMENT AND INSURANCE                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2431 RISK MANAGEMENT MODELS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3347 PLANNING FOR LONG TERM WEALTH CREATION                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2206 TAXATION LAW AND PRACTICE                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – Accounting</b>                |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (RETAIL COMMERCE)**

Course Code: BBTC

Campus: Footscray Park, Sunway-Malaysia.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                             |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                                   | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Retail Commerce</b> |              |        |         |                    |                     |                    |
| BEO1195 GLOBAL RETAILING                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3257 ECONOMICS OF RETAILING                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3296 BUYING AND MERCHANDISING                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3406 STRATEGIC RETAILING                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3405 ELECTRONIC RETAILING                           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Electives</b>                                       |              |        |         |                    |                     |                    |
| Seven approved electives.                              |              |        |         |                    |                     |                    |
| <b>Professional Development Units of Study</b>         |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

## BACHELOR OF BUSINESS (TRANSPORT AND LOGISTICS)

Course Code: BBTL

This course is NOT available to commencing students.

Campus: Werribee.

### Course Objectives

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

### Course Duration

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

### Admission requirements

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

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

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

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                         |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1103 MICROECONOMIC PRINCIPLES                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1104 MACROECONOMIC PRINCIPLES                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study</b>               |              |        |         |                    |                     |                    |
| BAO2500 TRANSPORT FINANCIAL PLANNING               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3418 GLOBAL TRANSPORT ECONOMICS                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4572 LOGISTICS                                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO2502 TRANSPORT LAW                              | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| <b>Support Units of Study</b>                      |              |        |         |                    |                     |                    |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO3500 APPLIED ECONOMICS RESEARCH PROJECT         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Recommended Electives</b>                       |              |        |         |                    |                     |                    |
| BCO2503 TRANSPORTATION INFORMATION SYSTEMS         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2253 BUSINESS TO BUSINESS MARKETING             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

**Electives**

Five Approved Units of Study, two of which may be Co-operative Education

**BACHELOR OF BUSINESS (HONOURS) (APPLIED ECONOMICS) (I)**

**Course Code:** BHBA

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO4403 ADVANCED MICROECONOMICS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4430 BUSINESS RESEARCH METHODS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4661 ADVANCED MACROECONOMICS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4683 APPLIED ECONOMETRICS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4400 HONOURS RESEARCH THESIS (FULL-TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| or  |              |        |         |                    |                     |                    |
| BEO4401 HONOURS RESEARCH THESIS (PART-TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

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

**Course Code:** BHBI

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO4403 ADVANCED MICROECONOMICS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4430 BUSINESS RESEARCH METHODS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4661 ADVANCED MACROECONOMICS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4683 APPLIED ECONOMETRICS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4400 HONOURS RESEARCH THESIS (FULL-TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| or  |              |        |         |                    |                     |                    |
| BEO4401 HONOURS RESEARCH THESIS (PART-TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

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

**Course Code:** BHBR

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO4430 BUSINESS RESEARCH METHODS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4572 LOGISTICS                           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4683 APPLIED ECONOMETRICS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO4400 HONOURS RESEARCH THESIS (FULL-TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| or  |              |        |         |                    |                     |                    |
| BEO4401 HONOURS RESEARCH THESIS (PART-TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

plus one approved elective

**Prizes:****ANZ BANKING GROUP PRIZE**

- Best Graduating Student – Bachelor of Business in International Trade.

**PEARSON EDUCATION AUSTRALIA PRIZES**

- Best Student in the subject Macroeconomic Principles.
- Best Student in the subject Microeconomic Principles.

**CHARTERED INSTITUTE OF LOGISTICS AND TRANSPORT AUSTRALIA (VICTORIA) PRIZE**

- Ken Baldock Chartered Institute of Logistics and Transport Award: Most Outstanding Student – Bachelor of Business in Global Logistics and Transport.

**MASTER OF BUSINESS (INTERNATIONAL TRADE) (I)****Course Code:** BMAN**Campus:** City Flinders, Liaoning-China.**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Coursework Option:</b>                             |              |        |         |                    |                     |                    |
| BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5566 INTRODUCTORY ECONOMETRICS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6600 BUSINESS ECONOMICS                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5567 INTERNATIONAL ECONOMICS                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6601 ECONOMIC ANALYSIS                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6501 QUANTITATIVE ANALYSIS                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5305 INTERNATIONAL SUPPLY CHAIN STRUCTURE          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO7742 BUSINESS RESEARCH METHODS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5601 ECONOMICS OF INTERNATIONAL TRADE              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5301 INTERNATIONAL ECONOMIC REGULATION             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5304 INTERNATIONAL BUSINESS OPERATIONS             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5303 STRATEGIC INTERNATIONAL TRADE FINANCE         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Thesis Option:</b>                                 |              |        |         |                    |                     |                    |
| Eights units of study taken from the above list plus: |              |        |         |                    |                     |                    |
| BEO7742 BUSINESS RESEARCH METHODS                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO7700 THESIS (FULL-TIME)                            | 36           | 0.3750 | 2       | \$2,178            | \$2,723             | \$4,752            |
| BEO7701 THESIS (PART-TIME)                            | 18           | 0.1880 | 2       | \$1,092            | \$1,365             | \$2,382            |

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

**MASTER OF BUSINESS (BUSINESS ECONOMICS)****Course Code:** BMBB**Campus:** Offshore.**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5566 INTRODUCTORY ECONOMETRICS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6600 BUSINESS ECONOMICS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5567 INTERNATIONAL ECONOMICS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6601 ECONOMIC ANALYSIS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6501 QUANTITATIVE ANALYSIS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5305 INTERNATIONAL SUPPLY CHAIN STRUCTURE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO7742 BUSINESS RESEARCH METHODS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5603 ECONOMETRICS AND FORECASTING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6567 INTERNATIONAL BUSINESS ENVIRONMENT     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5602 ADVANCED MANAGERIAL ECONOMICS          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5601 ECONOMICS OF INTERNATIONAL TRADE       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

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

**Course Code:** BMFR

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5543 ACCOUNTING SYSTEMS AND PROCESSES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6600 BUSINESS ECONOMICS                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5567 INTERNATIONAL ECONOMICS                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6601 ECONOMIC ANALYSIS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6501 QUANTITATIVE ANALYSIS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5534 BUSINESS FINANCE                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO7742 BUSINESS RESEARCH METHODS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO6621 STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6618 RISK MODELS AND MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6617 BUSINESS RISK AND PLANNING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5551 ETHICS IN FINANCIAL MARKETS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

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

**Course Code:** BMGL

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO5303 STRATEGIC INTERNATIONAL TRADE FINANCE  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5304 INTERNATIONAL BUSINESS OPERATIONS      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5305 INTERNATIONAL SUPPLY CHAIN STRUCTURE   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5306 SUPPLY NETWORKS AND LOGISTICS STRATEGY | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5307 GLOBAL PROCUREMENT                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5321 PORT AND TERMINAL ECONOMICS            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5322 COMMERCIAL SHIPPING ECONOMICS          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5323 GLOBAL AVIATION ECONOMICS              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO5567 INTERNATIONAL ECONOMICS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6501 QUANTITATIVE ANALYSIS                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO6567 INTERNATIONAL BUSINESS ENVIRONMENT     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| RCM6021 LOGISTICS SOLUTIONS AND SYSTEMS        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

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

**DOCTOR OF PHILOSOPHY**

**Course Code:** BPPE

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

The course normally requires three years of full-time study or part-time equivalent.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO8002 PHD (RESEARCH)(FULL TIME)<br>OR | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BEO8003 PHD (RESEARCH)(PART TIME)       | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

**MASTER OF BUSINESS BY RESEARCH (APPLIED ECONOMICS)**

**Course Code:** BRAE

**Campus:** City Flinders.

**Course Objectives**

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

**Course Duration**

The course normally requires two years of full-time study or part-time equivalent.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| BEO9800 RESEARCH THESIS (FULL TIME)<br>OR | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BEO9801 RESEARCH THESIS (PART TIME)       | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

**GRADUATE CERTIFICATE IN STATISTICS**

**Course Code:** BTST

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

**Course Objectives**

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

**Course Duration**

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

**Admission requirements**

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

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

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005<br/>(AU\$)</b> | <b>From 2005<br/>(AU\$)</b> | <b>Full Fee<br/>(AU\$)</b> |
|--|---------------------|--------------|----------------|----------------------------|-----------------------------|----------------------------|
| BEO5500 PROBABILITY AND DATA ANALYSIS        | 12                  | 0.1250       | 2              | \$726                      | \$908                       | \$1,584                    |
| BEO5501 SAMPLING AND INFERENTIAL STATISTICS  | 12                  | 0.1250       | 2              | \$726                      | \$908                       | \$1,584                    |
| BEO5502 REGRESSION AND TIME SERIES MODELLING | 12                  | 0.1250       | 2              | \$726                      | \$908                       | \$1,584                    |
| BEO7742 BUSINESS RESEARCH METHODS            | 12                  | 0.1250       | 2              | \$726                      | \$908                       | \$1,584                    |



# SUBJECTS

Below are subject details for courses offered by the **School of Applied Economics** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

## BBF3512 ENVIRONMENTAL LEGISLATION AND ECONOMICS (SERVICE UNIT OF STUDY)

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study is a service unit of study for the Faculty of Health, Engineering and Science. Topics include introduction to law, types of legislative enactments and the Australian court system. Applications of acts, regulations and other laws and policies to development proposals, managerial responsibilities and environmental protection. Overview of relevant provisions of a range of environment-related legislations. Cost/benefit, cost effectiveness and input-output analysis. Valuation techniques for externalities, Assessment of social values, utility and elasticity considerations, economic instruments of environmental policy including taxes, charges and levies, environmental damage rights and credits, performance bonds, tradeable rights.

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

**Assessment** Assignment, 30%; Examination, 70%.

## BEO1101 QUANTITATIVE TECHNIQUES FOR BUSINESS

**Campus** City Flinders, Footscray Park.

**Prerequisite(s)** Nil.

**Content** This is an elective unit designed to provide the opportunity for students who have entered a Bachelor of Business (BBus) program at VU without successfully completing an upper secondary school mathematics unit to acquire the basic quantitative knowledge and skills deemed necessary/desirable for BBus study. Topics include: numbers; mathematical notation; calculator use; working with formulae; solution of equations; tables and graphs; linear functions; and financial mathematics.

**Required Reading** Nil.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of practical session and one hour lecture

**Assessment** The Assessment in this unit will consist of two, 1-hour, written tests (20% each) and one, 2-hour, written examination (60%). The first test will be conducted in week 4 of the semester and will satisfy the purpose, in part, of assisting to identify "at risk" students.

## BEO1103 MICROECONOMIC PRINCIPLES

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

**Prerequisite(s)** Nil.

**Content** This is the first of two Economic Principles unit of studies. The unit of study aims to provide a study of basic economic principles, to develop an introduction to economic methods, and to apply these principles and methods to aspects of the Australian economy. Topics include: introduction to economics, nature, method and objectives of economics; the economising problem, relative scarcity, production possibilities, opportunity costs, nature of economic resources; the market economy, demand and supply, theory and applications, including pricing ceilings, price floors, tariffs and taxes. Theory of the firm, production and costs.

**Required Reading** Jackson, J., McIver, R. and McConnell, C., 2004, Economics, McGraw-Hill, Sydney.

**Recommended Reading** Mankiw, N.G., Gans, J. and King, S., 1999, Principles of Microeconomics, Harcourt Brace, Marrickville. Waud, R., Hocking, A., Maxwell, P. and Bonnici, J., 1996, Microeconomics, Harper, Pymble.

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

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

## BEO1104 MACROECONOMIC PRINCIPLES

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

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

**Content** This unit of study aims to develop the basic macroeconomic principles applicable to the Australian economy and familiarise students with the macroeconomic environment within which Australian business operates. Topics include: the measurement of macroeconomic performance with reference to national income accounting and trade cycle analysis; the classical economic model and the Keynesian revolution; Keynesian economics and the theory of income determination; monetary influences on aggregate economic activity; inflation, unemployment; traditional demand management; the Phillips Curve revisited; incomes policies; the foreign trade sector and policies for external balance.

**Required Reading** McTaggart, D., Findlay, C. and Parkin, M., 2007, Economics, 5th edition, Pearson Education, Australia.

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

**Assessment** Examination, 60%; Continuous Assessment, 40%.

## BEO1105 ECONOMIC PRINCIPLES

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia, Alberton-Singapore.

**Pre-requisite(s)** Nil.

**Content** This unit of study introduces students to the fundamental principles of economics applicable to world economies and familiarises students with both the micro and macroeconomic environments within which these economies operate. This unit also aims to introduce students to the elementary economic analytical tools most often used by economists and business analysts in business decision making and economic policy development. In this unit of study students will be provided with an introduction to the nature, method and objectives of economics and to the discipline's evolution in the historical context. It will then examine the demand for economic resources, the market economy, demand and supply theory, and production and costs with special emphasis on the applications of economic theories in business problem solving and decision making. The unit will also examine broader economic issues to gain an appreciation of the macroeconomic environment affecting all businesses in the economy. Students will be introduced to the measurement of macroeconomic performance with reference to national accounts and economic growth. Students will further consider the domestic banking system, international monetary system, free trade and protection and economic variables such as inflation and exchange rates. Students will also gain an appreciation of the workings and limitations of macroeconomic policies in ensuring sustainable domestic economic growth in the challenging climate of globalisation. This unit will enable students to develop and refine their skills to undertake other units of study with advanced standing.

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

- Appreciate the micro and macroeconomic environments affecting all businesses in the economy
- Understand the evolution of economics as an academic discipline and its pivotal role in business education
- Explain the market forces in determining output and price
- Apply economic theories in business problem solving
- Evaluate the macroeconomic performance using the national accounting method
- Identify the objectives of macroeconomic policy and the limitations of macroeconomic policy instruments
- Distinguish between the different types of macroeconomic policy instruments and their relative effectiveness
- Analyse the domestic banking system
- Discuss external economic relations and their impact on the domestic economy
- Examine exchange-rate determination
- Explore global economic issues affecting the domestic economy.

**Required Reading** McTaggart, D., Findlay, C. & Parkin, M 2007 Economics Pearson Australia Sydney

**Recommended Reading** Jackson, J & McIver 2007 Microeconomics McGraw-Hill Sydney. Jackson, J & McIver 2007 Macroeconomics McGraw-Hill Sydney. Sloman, J & Norris, K 2005 Principles of Economics Pearson Australia Sydney.  
**Class Contact** 3 hours per week usually in lecture and tutorial format.  
**Assessment** Final Examination: 60% (duration 3 hours); In Course Assessment: Class Test 20% (Duration 1 hour), Assignment 20% (conducted in an examination environment).

### BEO1106 BUSINESS STATISTICS

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunbury, AABC-Liaoning-China, CUHK-Hong Kong, HKIT-Hong Kong, Kasetsart-Bangkok, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study enables students to acquire the skills and techniques required to analyse data in a business environment. Topics include: introduction to statistics; descriptive statistics; introduction to probability and probability distributions; normal probability distribution; sampling distributions and parameter estimation; hypotheses testing; simple linear regression and correlation; time-series analysis and forecasting; index numbers. Use will be made of a statistical computer package.

**Required Reading** Berenson, M.L., Krehbiel, T.C., Levine, D.M., Watson, J., Jayne, N. and Turner, L., 2007, Basic Business Statistics, Pearson.

**Recommended Reading** Groebner, D.F., Shannon, P.W., Fry, P.C. and Smith, K.D., 2006, Business Statistics, Pearson. Levine, D.M., Stephan, D., Krehbiel, T.C., and Berenson, M.L., Statistics for Managers, 2005, Pearson.

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

**Assessment** Class tests/assignments, 40%; Final Examination, 60%.

### BEO1195 GLOBAL RETAILING

**Campus** Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** With the economic growth of developing countries and the trend toward economic unification, interest in global retailing, buying and merchandising has never been greater. This unit of study focuses on the reasons and implications for retail internationalisation; growth of global retailing, forms of global retailing, and method of entry into various international markets. Topics include: the challenges faced by retailers around the world; the differences in retailing between the developed world and developing countries; the benefits and drawbacks of retailing in multinational markets. This unit of study provides a conceptual foundation for understanding how different legal, social and economic environments affect the sourcing and distribution of consumer goods and services around the world. Current retail market structures are analysed in selected countries, mixing anecdotes with important concepts from economic theory. The unit integrates fundamental economic principles with practical, decision-making principles that are required to exchange goods and services. Cultural and sub-cultural diversity, both domestic and international, are emphasized and ethical values are examined in the larger context of the place of global retailing in society.

**Learning Outcomes** On completion of this unit of study, students will become aware that if retail firms are to progressively grow and stay profitable, they would have to participate in the global environment and would be impacted by global competition, global sourcing, differing technologies and varying legislation in different countries. Students will appreciate how global retail firms structure their organisation, take advantage of business opportunities, increase revenue streams, promote and merchandise international brands in different environments and address multicultural customer profiles.

**Required Reading** Polian, L. G., 2002, Retailing Principles; A Global Outlook, Fairchild Books & Visuals, New York.

**Recommended Reading** Sternquist, B., 1998, International Retailing, Fairchild Publications, New York. Alexander, N., 1997, International Retailing, Oxford, Blackwell. McGoldrick, P. J. and Davies, G., (eds), 1995, International Retailing: Trends and Strategies, FT Pitman Publishing, London.

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

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

### BEO1252 INTERNATIONAL BUSINESS CONTEXT

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunway-Malaysia, AABC-Liaoning-China, Kasetsart-Bangkok.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the context in which business decisions are made. Topics include: cultural, political, legal environment; trade and investigation theories and patterns; trade and investment barriers; international business dispute settlement mechanisms; the globalisation of markets; international economic alliances; global institutions; international business strategy; multinational corporations and other business organisations.

**Required Reading** Wild, J.J., Wild, K.L. and Han, J.C.Y., 2005, International Business: The Challenges of Globalisation, Prentice-Hall, New York.

**Recommended Reading** Hill, C., 2005, International Business, McGraw-Hill, New York. Ramburuth, P. and Welch, C., 2005, Casebook in International Business: Australian and Asia-Pacific Perspective, Pearson, Sydney.

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

**Assessment** Two Tests (2X 40), 80%; Assignment, 20%.

### BEO2250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop a command of the basic mathematical tools used in the analysis of many economics and business problems. Topics include: economic models (linear, quadratic, cubic, rational and exponential); equilibrium analysis: the concept of derivatives; rules of differentiation; marginal functions, optimisation and elasticity; partial differentiation; partial elasticities and unconstrained optimisation (two variables).

**Required Reading** Jacques, I., 2006, Mathematics for Economics and Business, Prentice Hall.

**Recommended Reading** Jacques, I., 1995, Mathematics for Economics and Business, Addison-Wesley. Shannon, J., 1995, Mathematics for Business, Economics and Finance, Wiley. Wisniewski, M., 1996, Introductory Mathematical Methods in Economics, McGraw-Hill.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as a three-hour seminar or in a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests, 40%; Examination, 60%.

### BEO2254 STATISTICS FOR BUSINESS AND MARKETING

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunbury, Sunway-Malaysia, Liaoning-China.

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

**Content** This unit of study provides an understanding of the use of statistical techniques in analysing marketing and business problems. Topics include: sampling methods and estimation of point and interval estimates; application of classical and non-parametric tests; goodness of fit test: and introduction to regression and time-series analysis. Use will be made of an appropriate statistical package.

**Required Reading** To be advised by lecturer

**Recommended Reading** Bowerman, B.L. and O'Connell, R.T., 1997, Applied statistics, Irwin. Hildebrand, D.K. and Ott, L., 1998, Statistical Thinking for Managers, Duxbury, Boston. Selvanathan, A. et al, 2004, Australian Business Statistics, Thomas Nelson.

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

**Assessment** Case study /lab exercises, 40%; Final examination, 60%. Note: Any hand-held calculators may be used in examinations.

### BEO2263 MACROECONOMIC ANALYSIS

**Campus** Footscray Park, Sunbury.

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

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

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

**Recommended Reading** Dornbusch, R., Fisher, S. and Kearney, C., 1996, *Macroeconomics*, McGraw-Hill. Gordon, R.J., 1993, *Macroeconomics*, Harper Collins. McDonald, I.M., 1996, *Macroeconomics*, Wiley.

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

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

## BEO2264 MICROECONOMIC ANALYSIS

**Campus** Footscray Park, Sunbury.

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

**Content** This unit of study builds upon the microeconomic theory covered in BEO1103 Microeconomic Principles in order to further rigorous analytical treatment. Topics include: mathematical tools; indifference analysis and utility maximisation; demand analysis; production and costs; profit maximisation and supply; perfect competition; the perfectly competitive model and microeconomic policies; monopoly and imperfect competition; markets for factors of production; market failure, externalities and public goods.

**Required Reading** Pindyck, R.S. and Rubinfeld, D.L., 2005, *Microeconomics*, 6th edition, Pearson Prentice-Hall.

**Recommended Reading** Hirschleifer, J. and Glazer, A., 1994, *Price Theory and Applications*, Prentice Hall. Nicholson, W., 1994, *Intermediate Microeconomics and its Applications*, The Dryden Press. Pindyck, R.S. and Rubinfeld, D.L., 1995, *Microeconomics*, Prentice Hall.

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

**Assessment** Test, 20%; Assignment 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

## BEO2283 APPLIED REGRESSION ANALYSIS

**Campus** Footscray Park.

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

**Content** This unit of study provides a comprehensive introduction to regression analysis and its applications to the modern economic/business problems. The emphasis is on the development of practical skills. Topics include: simple and multiple linear regression, model specifications, diagnostics in regression analysis; relative measures of fit and explanatory power; and special topics in regression.

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

**Recommended Reading** Griffiths, W.E., Hill, R.C. and Judge, G.G., 1993, *Learning and Practicing Econometrics*, John Wiley and Sons. Gujarati, D.N., 1995, *Basic Econometrics*, McGraw-Hill. Studenmund, A.H., 1997, *Using Econometrics – Practical Guide*, Addison-Wesley.

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

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

## BEO2284 BUSINESS FORECASTING METHODS

**Campus** Footscray Park.

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

**Content** The unit of study aims to acquaint appropriate forecasting tools used at strategic or tactical levels of management and to provide skills in applying these tools to economic and business data for policy formulation. Topics include: introduction to forecasting and economic

indicators used in economics and business; selecting the right forecasting technique; qualitative forecasting models; quantitative forecasting methods; forecasting errors, evaluation of forecasting methods; combining forecasts.

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

**Recommended Reading** Bails, D.G., and L.C. Peppers, 1982, *Business Fluctuations: Forecasting Techniques and Applications*, Prentice-Hall, Inc, Englewood Cliffs New Jersey. Bowerman, B.L. and O'Connell, R.T., 1993, *Forecasting and time Series: An Applied Approach*, Duxbury Press. Hanke, J.E., and A.G. Reitsch, 1995, *Business Forecasting*, Prentice-Hall International, Englewood Cliffs, NJ.

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

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

## BEO2302 EUROPEAN BUSINESS ENVIRONMENT

**Campus** Footscray Park.

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

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

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

**Recommended Reading** Piggott, J. and Cook, M., 1993, *International Business Economics: A European Perspective*, Longman, New York. School of Foreign Affairs and Trade, 1996, *Team Australia, AGPS*, Canberra. Willem, M., 1993, *The Economics of European Integration: Theory, Practice, Policy*, Dartmouth, Aldershot, England.

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

**Assessment** Assignment, 40%; Test 1, 30%; Test 2, 30%.

## BEO2381 BUSINESS DECISION METHODS

**Campus** Footscray Park.

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

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

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

**Recommended Reading** Anderson, D.R., Sweeney, D.J. and Williams T.A., 1997, *An Introduction to Management Science*, Nelson ITP. Bonni, C.P., and Hausman, W.H., 1991, *Quantitative Analysis for Decisions*, Irwin. Render, B. and Stair, R.M., 1997, *Quantitative Analysis for Management*, Allyn and Bacon.

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

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

## **BEO2401 RISK MANAGEMENT AND INSURANCE**

**Campus** City Flinders, Footscray Park.

**Prerequisite(s)** Nil

**Content** The aim of the unit of study is to provide students with knowledge of insurance and how it can be used to manage risk plans for individuals and small firms.

**Learning Outcomes** The Learning Outcomes are

- (i) Knowledge of insurance and insurance industry;
- (ii) Able to understand how insurance is used to manage risk;
- (iii) Able to prepare an insurance-based risk management plan for same risk exposure.

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

Recommended Reading Trieschmann, J.S., Gustavson, S.G. and Hoyt, R.E., 2001, Risk Management and Insurance, South-Western Publishing.

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

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

## **BEO2403 INTRODUCTION TO MUSIC BUSINESS**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an overview of the contemporary music industry and the economic relationship between its various elements. Topics include: principles and issues of copyright; managerial skills; the importance of marketing; business acumen; and comparisons with international territories; the relevant financial implications, legislative and regulatory requirements which impact on the music industry; and a summary of the different music industry business practices in Asia, Europe and America.

**Required Reading** Simpson, S., 2002, Music Business, Warner Chappell, Australia.

**Recommended Reading** Masterton, R. (ed.), 1997, Boomerang, Overview of the Australian Music Industry, Warner Chappell. Music Business International, monthly, Spotlight Publications. Tripp, P., 1994, Australian Music Industry Directory, Immedial, Sydney. BPI Communications, weekly, Commonwealth of Australia. Simpson, S. and Seegar, C., 1994, Music Business: Making Music Work, Warner Chappell.

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

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

## **BEO2404 ELECTRONIC TRADING**

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

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

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Kalakota, R., Whinston, A.B., Electronic Commerce: A Manager's Guide. Lawrence, Elaine et al, Internet Commerce, John Wiley and Sons. Leebaert, D.(ed), The Future of the Electronic Marketplace. Romm, C.T.(ed), and Sudweeks, F.(ed), Doing Business Electronically: A Global Perspective of Electronic Commerce.

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

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

## **BEO2410 RISK ANALYSIS AND MANAGEMENT**

**Campus** Footscray Park.

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

**Content** This unit of study provides an overview of the concepts and challenges associated with analysing and managing risk.

**Required Reading** To be advised by lecturer

**Recommended Reading** Kenyon, A., 1990, Currency Risk and Business Management, Basil Blackwell. Vaughan, E.J., 1997, Risk Management, John Wiley, New York.

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

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

## **BEO2431 RISK MANAGEMENT MODELS**

**Campus** City Flinders, Footscray Park.

**Prerequisite(s)** Nil.

**Content** Introduction to different types of risks, risk models and risk management, overview of investment and risk, introduction to the fundamental of financial mathematics, distribution of asset returns, risk in portfolio construction and management, the efficient market concept, option pricing models, the random walk hypothesis, volatility estimation, volatility and correlation analysis and volatility forecasting.

**Required Reading** Peirson, G., Brown, R., Easton, S., Howard, P., 2003, Business Finance, McGraw-Hill Pty Limited, Australia.

**Recommended Reading** Strong, Robert A., 2000, Portfolio Construction, Management and Protection, South-Western College Publishing. Charles P. Jones, 2002, Investments Analysis and Management, John Wiley and Sones Inc, USA. Hull, J.C., 2000, Options, Futures and Other Derivatives, Prentice-Hall International Inc.

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

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

## **BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS**

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, Liaoning-China, Sunway-Malaysia.

**Prerequisite(s)** Nil.

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

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

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

**Recommended Reading** Ballou, R.H., 2004, Business Logistics/Supply Chain Management 5/e, Prentice Hall. Bowersox, D.J., 2002, Supply Chain Logistics Management, McGraw Hill. Chopra, S., 2004, Supply Chain Management, 2/e, Prentice Hall. Coyle, J.J., Bardi, J.J., and Langley, C.J., 2003, The Management of Business Logistics – A Supply Chain Perspective, 7/e, Thomson Learning, Canada. Contemporary Logistics 7/e, Prentice Hall. Simchi-Levi, D. 2003, Designing and Managing the Supply Chain, 2/e, McGraw Hill.

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

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

### BEO3202 SUPPLY PRINCIPLES

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, Liaoning-China, Sunway-Malaysia.

**Prerequisite(s)** Nil.

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

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

**Required Reading** Lyons, K. & Gillingham, M., 2003, Purchasing & Supply Chain Management, 6th Edition, Financial Times/Pearson Education.

**Recommended Reading** Van Weele, A.J., 2002, Purchasing and Supply Chain Management, 3/e. Thomson, Monczka, R.M. et al, 2001, Purchasing and Supply Chain Management, 2/e, South Western Thomson Learning. Cavinato, J.L., & Kauffman, L, 1999, The Purchasing Handbook, A Guide for the Purchasing & Supply Professional, McGraw Hill.

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

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

### BEO3203 SUPPLY AND VALUE NETWORKS

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, Liaoning-China, Sunway-Malaysia.

**Prerequisite(s)** Nil

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

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

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

**Recommended Reading** Ballou, R.H., 1999, Business Logistics Management, 4/e, Prentice Hall. Bowersox, D.J., 2002, Supply Chain Logistics Management, McGraw Hill. Chopra, S., 2004, Supply Chain Management, 2/e, Prentice Hall. Coyle, J.J., Management of Business Logistics, West. Johnson, J.C., 1999, Contemporary Logistics, 7/e, Prentice Hall. Simchi-Levi, D., 2003, Designing and Managing the Supply Chain, 2/e, McGraw Hill.

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

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

### BEO3257 ECONOMICS OF RETAILING

**Campus** Footscray Park.

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

**Content** The unit of study provides students with an understanding of the structure, conduct and economic performance of the Australian retailing industry. Topics include: concentration and competition in Australian retailing markets; the nature of market conduct in relation to various market structures in the retailing industry, including pricing, product, advertising and promotional strategies; government policies; evaluation of the economic performance of the industry on the basis of efficiency, progressiveness, full employment, price stability and competition. Unit of study is equal to 12 credit points.

**Required Reading** Havrila, I., 2007, Economics of Retailing. Study Notes and Tutorial Review Questions, Victoria University.

**Recommended Reading** Keat, P. G. and Young, P.K.Y., 2006, Managerial Economics, Economic Tools for Today's Decision Makers, 5th ed., Prentice Hall, Upper Saddle River. McAleese, D., 2001, Economics for Business, Competition, Macro-stability and Globalisation, Prentice Hall, Harlow. Brewster, D., 1997, Business Economics, Decision-Making and the Firm, The Dryden Press, London.

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

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

### BEO3296 BUYING AND MERCHANDISING

**Campus** Footscray Park.

**Prerequisite(s)** BEO1195 Global Retailing

**Content** This unit of study is designed to provide students with an understanding of the activities and strategies involved in merchandise management and their significance for a successful performance of a retail venture. The unit familiarizes students with the principles and terminology important in understanding profitable merchandising.

Topics include: planning merchandise assortments; buying systems; buying merchandise; negotiating with vendors; fundamental principles and techniques of merchandising mathematics; pricing strategies; performance measures; store layout, design, and visual merchandising.

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

**Required Reading** Levy, M., and Weitz, B., 2004, Retailing Management, 5th Edition, McGraw-Hill/Irwin, Boston.

**Recommended Reading** Cox, R., and Brittain, P., 2004, Retailing, An Introduction, 5th Edition, Prentice-Hall, Harlow. Easterling, C., Flottman, E., and Jernigan, M., 2003, Merchandising Mathematics for Retailing, 3rd Edition, Pearson Education.

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

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

### BEO3301 THE ENTERTAINMENT ECONOMY

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces students to the economics, finance and production of entertainment related goods and services. Each major industry sector is reviewed and analysed including film, television, music, broadcasting, cable television, sports and performing arts, and how assets such as copyright, image and brand names are being exploited to add value in other industries. The unit of study will also investigate the international dimensions of these industries and the emergence of transnational mega-entertainment corporations and their impact on international business and trade.

**Required Reading** Vogel, H.L., 1998, Entertainment Industry Economics: A Guide for Financial Analysis, Cambridge University

Press. Wolf, M.J., 1999, The Entertainment Economy, Time Books, New York.

**Recommended Reading** Passman, D., 1998, All You Need to know About the Music Business, Simon and Schuster, New York, USA.

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

**Assessment** Case studies, 50%; Examination, 50%.

### **BEO3302 OPTIONS AND FUTURES MARKETS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an understanding of the valuation and hedging of options, forward contracts, futures contracts, swaps, and other derivatives that exist in rapidly growing financial sectors around the globe. Topics included are: Introduction to financial instruments; Futures and Forward Markets; Forward and Futures Prices and Hedging Strategies; Interest Rate Futures; Swaps; Stock Options; Trading Strategies; Introduction to Binomial Trees; The Black-Scholes Model; Options on Stock Indices, Currencies, and Futures; Hedging Strategies; and Valuation Using Binomial Trees.

**Required Reading** Hull, J.C., 2002, Introduction to Options and Futures Markets, 4th Edition, Prentice Hall, Melbourne.

**Recommended Reading** Watsham, T.J., 1998, Futures and Options in Risk Management, International Thompson Business Press, Melbourne. Willmott, P., 1999, Derivatives: The Theory and Practice of Financial Engineering, John Wiley, Brisbane. Chance, D.M., 1998, An Introduction to Derivatives, The Dryden Press, Orlando.

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

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

### **BEO3304 ETHICAL INVESTMENT**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an understanding of the rapidly-growing ethical investment market in Australia and overseas, and examines definitional parameters, ethical portfolio choice, risk and return of ethical portfolios, emerging trends in investor awareness, and ethical fund management. Topics included are: Introduction to Ethical Investment; Portfolio choice and Screening; Screening and Risk; the Return to Ethical Investment; Ethical Issues and Investor Awareness; Ethical Investment and Superannuation Fund management; Ethical Investment Consulting.

**Required Reading** Knowles, R., (ed), 1997, Ethical Investment, (Choice Books), Sydney.

**Recommended Reading** Francis, R.D., 1994, Business Ethics in Australia: a practical approach, Law Book Group, Kew, Melbourne. Tippet, J., 1999, Ethical Investment in Australia, PhD Dissertation, RMIT University, Melbourne, Australia. Tomasic, R. and Bottomley, S., 1993, Directing the Top 500: Corporate Governance and Accountability in Australian Companies, Allen and Unwin, Sydney.

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

**Assessment** Assignments, 50%; Tests, 10%; Final Examination, 40%.

### **BEO3319 ASIAN BUSINESS ENVIRONMENT**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an introduction to the business practices and methods employed in the Asian business environment. It also examines some of the main characteristics of, and dynamics underpinning, this environment in countries of Southeast and Northeast Asia. Topics include: country profile and risk assessment; trading relationships; regulatory regimes and relations between business and government; government trade and business policies; strategic implications of business groups and alliances; culture and business practices; cross-cultural awareness; industrial relations and management styles; market potential and marketing in Asia; business expansion strategies and entry modes; and corporate governance.

**Required Reading** Lasserre, P. and Schütte, H., 2006, Strategies for Asia Pacific: Meeting New Challenges, Third Edition, Palgrave.

**Recommended Reading** Barnwell, N. and Pratt, G., 2000, Australian Business: An Asian Pacific Perspective, Fourth Edition, Prentice Hall. Singh, K., Pangarkar, N., Heracleous, L., 2004, Business Strategy in Asia: A Casebook, Second Edition, Thomson.

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

**Assessment** Assignment, 30%; Final examination, 50%; Test, 20%.

### **BEO3347 PLANNING FOR LONG TERM WEALTH CREATION**

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

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of wealth creation and retirement planning. Students will gain a broad understanding of various retirement plans and also be able to assist individuals to reach their planned retirement goals. Topics include introduction to wealth creation and retirement planning, wealth creation and taxation planning, superannuation, termination payment, retirement income streams and the role of the financial planner in pre-retirement counselling.

**Required Reading** BT Technical Team, 2001, BT Super Book, BT Funds Management, Australia.

**Recommended Reading** Leow, L. and Murphy, S., 2002, 2002/2003 Australian Master Tax Guide, CCH, Australia.

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

**Assessment** Mid-Term Examination, 20%; Final Examination, 50%; Assignments, 30%.

### **BEO3366 ECONOMIC POLICY AND RESEARCH**

**Campus** Footscray Park.

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

**Content** This unit of study aims to apply principles of macroeconomic and microeconomic theory and policy in the analysis of selected economic problems and discuss the range of economic policy responses put forward in the context of a critical understanding of economic theory. Topics will vary according to the nature of contemporary economic issues and problems but may include: taxation reform; infrastructure privatisation, employment policy; and the political economy of macroeconomic policy.

**Required Reading** Lewis, P., Garnett, A., Hawtrey, K. and Treadgold, M., Issues, Indicators and Ideas: A Guide to the Australian Economy, 4th edition, Addison Wesley, 2006.

**Recommended Reading** Bell, S., 1997, Ungoverning the Economy, Oxford University Press, Melbourne. Sheahan, P. et al (eds), Abelson, P., 1997, The Tax Reform Debate, Allen and Unwin, Sydney. Quiggan, J., 1996, Great Expectations: Microeconomic Reform and Australia, Allen and Unwin, Sydney.

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

**Assessment** Test, 20%; Assignment 30%; Final examination, 50%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

### **BEO3378 INTERNATIONAL ECONOMICS AND FINANCE**

**Campus** City Flinders, City Queen, Footscray Park, Sunway-Malaysia, AABC-Liaoning-China, UIBE-China, CUFU-China, MEI-Hong Kong, Kasetsart-Bangkok.

**Prerequisite(s)** BEO1104 Macroeconomic Principles and BEO1103 Microeconomic Principles.

**Content** The unit of study aims to provide an introduction to international economic concepts and theories in order to explain and to emphasise on their current applications. Topics include: the basis for international trade; the gains from international trade; international trade patterns; the structure and composition of international trade flows; the economic implications of barriers to free trade; regional economic integration; balance of payments; exchange rate determination and foreign exchange markets; international banking system.

**Required Reading** Pugel, T., 2004, International Economics, 12th Edn., McGraw-Hill, New York.

**Recommended Reading** Yarbrough, B.V & Yarbrough, R.M, 2004, The World Economy: Trade and Finance, Thomson, Mason, OH. Salvatore, D, 2004, International Economics, 8th Ed, John Wiley, Hoboken, NJ.

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

**Assessment** Case study/assignment, 20%; Test , 20%; Examination, 60%.

### **BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY**

**Campus** Footscray Park.

**Prerequisite(s)** BEO2403 Introduction to Music Business.

**Content** This unit of study provides students with an overview of the international music industry, the players, international music business structure and major issues. Topics include: the basic principles of exporting and importing music products; the critical issues in implementing and overseas tour; and a description of the major international music territories.

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

**Recommended Reading** Shemel, S., Krasilovsky, W., 1989, More About this Business of Music, Billboard, New York. Shemel, S., Krasilovsky, W., 1985, This Business of Music: A Practical Guide to the Music Industry for Publishers, Writers Record Companies, Producers and Artist, Billboard Publications, New York. Sly, L., 1993, The Power and the Passion, Warner Chappell.

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

**Assessment** Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.

### **BEO3406 STRATEGIC RETAILING**

**Campus** Footscray Park.

**Prerequisite(s)** BEO1195 Global Retailing, BHO1171 Introduction to Marketing.

**Content** This unit of study is designed to provide a range of approaches aimed at assisting students to understand the opportunities and challenges faced in the retailing industry. Students will be exposed various decision making scenarios from a strategic management perspective in the context of globalisation with a view to grow and improve the retail firm's profitability. On completion of this subject, students should be able to understand the organization of several types of retailing structures and the entrepreneurial quality required by retailers; appreciate the challenges and opportunities that the global environment provides to Australian retailers; appreciate the new approaches available to retailers for accelerated growth and profitability and recognise the important areas for strategic management decision making in the retail industry.

**Required Reading** Berman, B. and Evans, J.R., 2004, Retail Management: A Strategic Approach, 9th Edition, Prentice Hall, New York.

**Recommended Reading** Walters, D. and Hanrahan, J. (2000), Retail Strategy, Planning and Control, Macmillan Press, Houndmills; Anderson, C., 1993, Retailing: Concepts, Strategies and Information, West, St. Paul; Ogden, J.R. and Ogden, D.T., 2005, Retailing: Integrated Retail Management, Houghton Mifflin Company, Boston, MA.

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

**Assessment** Assignment, 40%; Tutorial exercises and classwork, 10%; Case study presentation, 10%; Final examination, 40%.

### **BEO3408 MUSIC PUBLISHING AND RECORDING**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces the students to the economics of copyright and the exploitation of copyright product in the music industry. It investigates the principles of music publishing and key sources of publishing income, including mechanical income, synchronisation with film or television, public performance and

broadcast. The unit of study outlines the methods of collection, calculation and distribution of publishing income and investigates the economic structure of a music publishing business. It also investigates the role of collection societies and performing rights organisations (PRO's), both domestic and international, and the key characteristics and features of a publishing agreement.

**Required Reading** Simpson, S. and Seeger C., 1994, Music Business: Making Music Work, Warner Chappell, Sydney.

**Recommended Reading** Frith, Simon (ed), 1993, Music and Copyright, Edinburgh University Press, Edinburgh. McKeough, J. and Stewart, A., 1997, Intellectual Property in Australia, Buttersworth.

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

**Assessment** Case Studies, 50%; Examination, 50%.

### **BEO3418 GLOBAL TRANSPORT ECONOMICS**

**Campus** Footscray Park, Werribee.

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

**Content** This unit of study introduces the application of theory to the analysis of operations, policies and challenges in the transport sector. This analysis is carried out against a background of the importance to an economy of a highly developed transport sector. Issues explored will centre on the transport of goods and people at both national and international levels. Topics include: regulation of the transport sector, with an emphasis on international movement of goods; structure of transport sector, pricing of transport services; transport reform, interaction between transport sector and the rest of the economy; economics of different transport modes.

**Required Reading** Lich, Herbert G., 1997, Transport Systems, RMIT Press.

**Recommended Reading** Bannister, D. and Button, K. (ed), 1991, Transport in a Free Market Economy, Macmillan. Button, K.J., 1993, Transport Economics, Edward Elgar. Button, K.J., 1993, Transport, the Environment and Economic Policy, Edward Elgar.

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

**Assessment** Assignments x 2 worth 30% each, 60%; Final examination, 40%.

### **BEO3419 AIRFREIGHT ECONOMICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BEO1104 Macroeconomic Principles.

**Content** The unit of study introduces the principles of airfreight economics both in the domestic and international sector. Students will be exposed to the different challenges faced by services providers, such as freight forwarders and ground services, as well as passenger carriers. Topics include: industry and government regulations; an analysis of Australian and international airfreight systems; analysis of the role of freight forwarders and ground services; elements of airfreight and passenger transportation; warehousing and material handling; costing of airfreight and passenger transport; government initiatives and competitive passenger airline systems.

**Required Reading** O'Connor, W.E., 2000, An Introduction to Airline Economics, Sixth Edition, Greenwood Publishing Group Incorporated, Westport. Doganis, R., 2000, The airline business in the 21st century, Routledge, London.

**Recommended Reading** Ashford, N., Stanton, H.P.M. and Moore, C.A., 1991, Airport Operations, Pitman.

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

**Assessment** Assignment, 40%; Test, 20%; Final examination, 40%.

### **BEO3430 INTERNATIONAL ECONOMIC ANALYSIS**

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunway-Malaysia, AABC-Liaoning-China, Kasetsart-Bangkok.

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

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



crises; trade and environmental issues; and international trade regulation.

**Required Reading** Gerber, James, 3rd Edition, 2005, Pearson Education, New York.

**Recommended Reading** Krugman, P. & Obstfeld, M., 2006, International Economics, 7th Edn., Pearson, New York. Sawyer, W.C. & Sprinkle, R.L., 2006, International Economics, 2nd Edn, Pearson, Upper Saddle River, NJ. Yarbrough, B.V. & Yarbrough, R.M., 2004, The Work Economy: Trade and Finance, 7th Edn., Thomson, Mason, OH. Carbaugh, R.J., 2002, International Economics, 8th Edn, Thomson, Cincinnati, OH.

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

**Assessment** Test, 20%; Assignment, 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators may be used in examinations.

### BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS

**Campus** Footscray Park, Werribee, Sunway-Malaysia, AABC-Liaoning-China, Kasetsart-Bangkok.

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

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

**Required Reading** Chase, R.B. and Jacobs, F.R. and Aquilano, N.J., 2004, Operations Management for Competitive Advantage, 10th edn, McGraw-Hill Irwin.

**Recommended Reading** Anderson, D.R., Sweeny, D.J. and Williams, T.A., 1994, An Introduction to Management Science, Quantitative Approaches to Decision Making, ITP West. Browne, M., Steane, P. and Foster, J., 1998, Cases in Strategic Management, Macmillan. Foster, J. and Browne, M., 1996, Principles of Strategic Management, Macmillan. Gordon, G., Pressman, I., and Cohen, S., Quantitative Decision Making for Business, Prentice-Hall.

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

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

### BEO3433 FIELD RESEARCH PROJECT

**Campus** Footscray Park, Werribee.

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

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

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

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

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

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

### BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY

**Campus** City Flinders, Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BEO1104 Macroeconomic Principles.

**Content** The unit of study focuses on the operation of the financial system and management of money in a real economy with special reference to Australia. Topics include: the financial sector and the real economy; the evolution of the financial system; financial institutions financial instruments; efficiency of the financial sector; monetary theory; and monetary policy.

**Required Reading** Tom Valentine, Guy Ford and Richard Copp, 2003, Financial Markets and Institutions in Australia, Prentice Hall.

**Recommended Reading** Juttner, D.J., 1993, Financial Markets, Interest Rates and Monetary Economics, 3rd edn, Longman Cheshire. Lewis, M. K. and Wallace, R.H., 1997, The Australian Financial System, Longman. McGrath, M. and Viney, C., 1997, Financial Institutions Instruments and Markets in Australia, McGraw-Hill.

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

**Assessment** Assignment, 50%; Final examination, 50%. Note: Any hand-held calculators may be used in examinations.

### BEO3447 COMMERCIAL BANKING AND FINANCE

**Campus** City Flinders, Footscray Park, Sunway-Malaysia.

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

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

**Required Reading** Sinkey, J.F., 2002, Commercial Bank Financial Management in the Financial Services Industry, Prentice Hall.

**Recommended Reading** Hogan, W., Avram, K., Brown, C., Ralston, D., Skully, M., Hempel, G. and Simonson, D., 2001, Management of Financial Institutions, John Wiley and Sons Australia Ltd.

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

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

### BEO3500 APPLIED ECONOMICS RESEARCH PROJECT

**Campus** City Flinders, City Queen, Footscray Park, Werribee.

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

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

**Required Reading** Cooper, D.R. and P.S. Schindler, 1998, Business Research Methods, McGraw-Hill, Boston. Huckin, T.M. and Olson, L., 1991, Technical Writing and Professional Communication, McGraw-Hill, New York.

**Recommended Reading** Griffith, D., Stirling, W.D., and Weldon, K.L., 1998, Understanding Data: Principles and Practices of Statistics, Wiley, Brisbane. Sekeran, U., 1992, Research Methods for Business, 2nd edn, John Wiley and Sons, New York. Bowerman, B. and O'Connell R.T., 1997, Applied Statistics: Improving Business Practices, Irwin, Chicago. Hussey, J. and Hussey, R., 1977, Research Methods for Business: A Skill Building Approach, Macmillan, London.

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



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

**Assessment** Best practice research assignment, 15%; Software tools test, 15%; Major research project – progress report, 10%; Final report, 40%; Report presentation to peers, 20%.

### **BEO3517 INTERNATIONAL TRADE PRACTICES**

**Campus** Footscray Park, Sunbury, Werribee, Sunway-Malaysia, AABC-Liaoning-China, UIBE-China, MEI-Hong Kong, Kasetsart-Bangkok.

**Prerequisite(s)** BEO1104 Macroeconomic Principles

**Content** The unit of study introduces business students to the various export documents required to facilitate an international trade transaction, the instruments of trade finance, and the various methods of financing/settling exports and imports transactions. These processes will be introduced using industry-based computer software. Topics include: terms of delivery (Incoterms 2000 and others); rules of origin and customs valuation; determination of VoTI and application of GST to imports; customs declarations; quarantine requirements under the SPS and TBT agreements; foreign market access considerations and barriers to trade; quarantine permits; Import Risk Assessment; carriage of goods contracts; documentation and consolidated cargo; carrier liability and cargo insurance; exchange rates and associated risk management strategies; terms of payment; bank and non bank finance; country risk and customer risk assessment; credit risk assessment; credit risk insurance; countertrade; bartertrade; factoring; forfeiting; traditional methods of payment: prepayment, open account, bill of exchange, letter of credit (UCP 500, eUCp and ISBP).

**Required Reading** Bergami, R., 2008, International Trade: A Practical Introduction, 3rd edition, Eruditions Publishing, Melbourne.

**Recommended Reading** National Australia Bank, Finance of International Trade, 9th Edition (or later if available). Bergami, R., 1999, A Dictionary of Australian International Trade Terms, Victoria University, Melbourne.

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

**Assessment** Four computer tests (1 hour at 5% each = 20%. Two practical assignments (5% each) = 10%. Two practical assignments (10% each) = 20%. Final Assessment: One computer test (1 hour) = 10% and one written practical test (2 hours) = 40%. Note: A student conference is run every year over two full days during Semester One teaching break and students are expected to attend this event.

### **BEO4123 GLOBAL LOGISTICS**

**Campus** City Flinders, Footscray Park, Werribee.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Bowersox, D.J., Closs, D.J. and Cooper, M.B., 2002, Supply Chain Logistics Management, McGraw-Hill, New York.

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

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

### **BEO4400 HONOURS RESEARCH THESIS (FULL-TIME)**

**Campus** Footscray Park.

**Prerequisite(s)** BEO4430 Business Research Methods.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

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

### **BEO4401 HONOURS RESEARCH THESIS (PART-TIME)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BEO4430 Business Research Methods.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

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

### **BEO4403 ADVANCED MICROECONOMICS**

**Campus** Footscray Park.

**Prerequisite(s)** BEO2264 Microeconomic Analysis.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Cowell, F., 1986, Microeconomic Principles, Oxford University Press, Oxford. Henderson, J. and Quandt, R., 1990, Microeconomic Theory, McGraw-Hill, New York. Varian, H., 1994, Microeconomic Analysis, Norton, New York.

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

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

### **BEO4430 BUSINESS RESEARCH METHODS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study introduces students to some of the issues involved in the production of research in applied fields; to enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Seminars will include: conceptualisation of research problems; theoretical formulation and contextualisation.

**Required Reading** To be advised by lecturer

**Recommended Reading** Bryman, A., 1988, Doing Research in Organisations, Routledge, London. Howard, K. and Sharp, J.A., 1983, The Management of a Student Research Project, Aldershot. Hussey, J. and Hussey, R., 1997, Business Research, Macmillan, London.

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

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

## **BEO4572 LOGISTICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BEO3201 Distribution Management and Operations.

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

**Required Reading** Gilmour, P., 1996, Logistics Management – An Australian Framework, Longman, Australia.

**Recommended Reading** Bowersox, D.J. and Closs, D.J., 1996, Logistical Management: The Integrated Supply Chain Process, McGraw-Hill, Singapore.

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

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

## **BEO4661 ADVANCED MACROECONOMICS**

**Campus** Footscray Park.

**Prerequisite(s)** BEO1104 Macroeconomic Principles, BEO2263 Macroeconomic Analysis.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Scarth, W.M., 1988, Macroeconomics: An Introduction to Advanced Methods, Harcourt Brace. Gordon, R.J., 1993, Macroeconomics, Harper Collins. Romer, D., 1997, Advanced Macroeconomics, McGraw-Hill.

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

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

## **BEO4683 APPLIED ECONOMETRICS**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Cuthbertson, K., Hall, S. and Taylor, M., 1993, Applied Econometric Technique, Philip Allan. Griffiths, W.E., Hill, R.C. and Judge, G., 1993, Learning and Practising Econometrics, John Wiley, New York.

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

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

## **BEO5301 INTERNATIONAL ECONOMIC REGULATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Jones, R.J., 1995, Globalisation and Interdependence in the International Political Economy: Rhetoric and Reality, Pinter. Trebilcock, M.J. and Howse, R., 1995, The Regulation of International Trade, Routledge.

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

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

## **BEO5303 STRATEGIC INTERNATIONAL TRADE FINANCE**

**Campus** UIBE-China.

**Prerequisite(s)** Nil.

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

**Required Reading** Bergami, R., 2004, International Trade: A Practical Introduction. Madura, J., 2002, International Financial Management, (7th edition).

**Recommended Reading** National Australia Bank, Finance of International Trade (latest edition). Commonwealth Bank of Australia, Trade Guide (latest edition).

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

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

## **BEO5304 INTERNATIONAL BUSINESS OPERATIONS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

service provision arrangements; and the challenges of intellectual property based and technology transfer agreements.

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

**Recommended Reading** Porter, M., 1990, *The Competitive Advantage of Nations*, The Free Press, New York. Pyles, M., Waincymer, J., Davies, M., 1996, *International Trade Law: Commentary and Materials*, Law Book Company. Trebilcock, M. and Howse, R., 1995, *The Regulation of International Trade*, Routledge.

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

**Assessment** Term papers and presentation, 40%; Final examination, 60%.

### **BEO5305 INTERNATIONAL SUPPLY CHAIN STRUCTURE**

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

**Prerequisite(s)** Nil.

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

**Required Reading** Dornier, P.P., Ernst, R., Fender, M. and Kouvelis, P., 1998, *Global Operations and Logistics-Text and Cases*, John Wiley and Sons, Inc., New York.

**Recommended Reading** Coyle, J., Bardi, and Langley, C., 2003, *The Management of Business Logistics*, 7th edition, South-Western, Thomson Learning, Canada. Bowersox, D.J., Closs, D.J., and Cooper, M.B., 2002, *Supply Chain Logistics Management*, McGraw-Hill, New York.

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

**Assessment** Final examination (3 hours), 50%; Tutorial questions, 10%; Written issue paper, 40%.

### **BEO5306 SUPPLY NETWORKS AND LOGISTICS STRATEGY**

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

**Prerequisite(s)** Nil

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

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

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

**Recommended Reading** Ballou, R.H., 1999, *Business Logistics Management*, 4/e, Prentice Hall. Bowersox, D.J., 2002, *Supply Chain Logistics Management*, McGraw Hill. Chopra, S., 2004, *Supply Chain Management*, 2/e, Prentice Hall. Coyle, J.J., *Management of Business Logistics*, West. Johnson, J.C., 1999, *Contemporary Logistics*, 7/e, Prentice Hall. Simchi-Levi, D., 2003, *Designing and Managing the Supply Chain*, 2/e McGraw Hill.

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

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

**Assessment** Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final Assessment = 40%.

### **BEO5307 GLOBAL PROCUREMENT**

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

**Prerequisite(s)** Nil

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

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

**Required Reading** Handfield, R.B. & Nichols, E.L.Jr, 2002, *Supply Chain Redesign: Transforming Supply Chains into Integrated Value Systems*.

**Recommended Reading** Van Weele, A.J., 2002, *Purchasing and Supply Chain Management*, 3/e, Thomson. Monczka, R.M. et al, 2001, *Purchasing and Supply Chain Management*, 2/e, South Western Thomson Learning. Cavinato, J.L. & Kauffman, L., *Purchasing & Supply Professional*, McGraw Hill.

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

**Assessment** Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final Assessment = 40%.

### **BEO5321 PORT AND TERMINAL ECONOMICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

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

**Required Reading** LAAMS Publications, 1999, *Bureau of Transport and Regional Economics 2002, 1999-2000, Australian Sea Freight*.

**Recommended Reading** Smith, R., 2000, *Combined transport for time sensitive food distribution*, Chandos Publishing. Graham, A., 2001, *Managing Airports: an international perspective*, Butterworth-Heinemann.

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

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

### **BEO5322 COMMERCIAL SHIPPING ECONOMICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

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

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

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

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

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

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

### **BEO5323 GLOBAL AVIATION ECONOMICS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** Nil.

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

**Required Reading** Ashford, N., Stanton, H.M. and Moore, C.A., 1991, Airport Operations, Pitman. Fawcett, P., 2000, Managing Passenger Logistics: the comprehensive guide to people and transport, Kogan Page.

**Recommended Reading** Pender, L., 2001, Travel Trade and Transport: an introduction, Continuum.

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

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

### **BEO5407 ECONOMIC IMPACTS OF EVENTS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides students with an understanding of the fundamental economic concepts, methodologies and analytical tools useful in initiating, developing, managing and evaluating special events. Topics include: economic perspectives on special events; initiating, identifying and exploiting markets for special events; environmental Assessment – economic and industry environment; and approaches to special event evaluation.

**Required Reading** G.J. Syme et al, Hall, C.M., 1993, 'The Economic Impacts of Hallmark Events'. J.P.A and Mules, T.J., 1998, 'An Economic Evaluation of the Adelaide Grand Prix'.

**Recommended Reading** Cooke, A., 1994, The Economics of Leisure and Sport, Routledge. McDonnell, I., Allen, J. and O'Toole, 1999, Festival and Special Event Management, John Wiley and Sons. Vogel, H.L., 1994, Entertainment Industry Economics: A Guide for Financial Analysis, 3rd edn, Cambridge University Press.

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

**Assessment** Minor assignment, 30%; Major assignment, 50%; Class presentation, 20%.

### **BEO5408 EVENT EVALUATION AND LEGACY**

**Campus** City Flinders.

**Pre-requisite(s)** Nil.

**Unit Description** This unit will examine the triple bottom line evaluation of events. In so doing it will: • Examine the event evaluation process from the pre-event stage (feasibility studies) through to post-event evaluation • Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events • Examine the concept of event legacy • Use the economic evaluation kit Encore as the basis for understanding the research principals of the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.

**Learning Outcomes** At the completion of this unit, students will be able to: • Obtain an understanding of feasibility studies and their role in the event evaluation process • Understand the basis for evaluating the economic impacts of events • Understand the basis for evaluating the social impacts of events • Understand the basis for evaluating the environmental impacts of events • Understand the concepts behind the holistic evaluation of events and triple bottom line reporting • Obtain an understanding of the legacy of events • Use the economic evaluation tool • Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination .

**Required Reading** Jago, L. and Dwyer, L. (2006) Economic Evaluation of Special Events: A Practitioner's Guide. Common Ground, Altona. Mossberg, L. (2000) Evaluation of Events. Cognizant, New York.

**Recommended Reading** Fredline E., Jago L., and Deery M. (2003) The Development of a Generic Scale to Measure the Social

Impacts of Events. Event Management. An International Journal.8(1): 23-37.

**Class Contact** 3 hour seminar or equivalent.

**Assessment** Research Assignment essay 20%: Research through academic sources the legacies of major events such as the Olympic games and Commonwealth games. Include the following: -Research on the concept of major event legacies -Whether legacies have part of the planning process of events -Discuss the different types of legacies economic, social, community, infrastructure -Focusing on a specific event critically discuss what legacies resulted from this event -Recommendations for future events Group assignment: The economic impact of events (this Assessment would involve data collection, data entry, report writing (3000 words 40%). Presentation of results for an event client (10%). Individual assignment: A review of the methods to assess the social impacts of events focussing on the benefits and disadvantages of each method (30%) OR Methods for improving the environmental impacts of an event (30%).

### **BEO5500 PROBABILITY AND DATA ANALYSIS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to develop skills in using and interpreting statistical data. Students will learn to manage and present data in a meaningful way in order to enable them to turn numbers into information. Topics include: introduction to unit of study and introduction to data sources; presentation of data; descriptive statistics for ungrouped data; descriptive statistics for grouped data; index numbers; and probability theory and applications.

**Required Reading** Bowerman, B. and O'Connell, R.T., 1997, Applied Statistics: Improving Business Processes, Irwin, Chicago, USA.

**Recommended Reading** Griffith, D., Stirling, W.D. and Weldon, K.L., 1998, Understanding Data: Principles and Practices of Statistics, Wiley, Brisbane, Australia. Hildebrand, D.K. and Ott, L., 1998, Statistical Thinking for Managers, Duxbury, Boston, USA. Levine, D.M., Berenson, M.L. and Stephan, D., 1999, Statistics for Managers using Microsoft Excel, 2nd edn, Prentice-Hall, New Jersey, USA.

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

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

### **BEO5501 SAMPLING AND INFERENTIAL STATISTICS**

**Campus** City Flinders.

**Prerequisite(s)** BEO5500 Probability and Data Analysis.

**Content** The aim of this unit of study is to introduce students to sampling and estimation issues and procedures. Topics to be covered include: sampling and sampling distributions; interval estimation; hypothesis testing; tests for normality; goodness of fit tests; tests of statistical independence; non-parametric statistics; statistical quality control and other sampling methods.

**Required Reading** Bowerman, B. and O'Connell, R.T., 1997, Applied Statistics: Improving Business Processes, Irwin, Chicago.

**Recommended Reading** Griffith, D., Stirling, W.D. and Weldon, K.L., 1998, Understanding Data: Principles and Practices of Statistics, Wiley, Brisbane, Australia. Hildebrand, D.K. and Ott, L., 1998, Statistical Thinking for Managers, Duxbury, Boston, USA. Levine, D.M., Berenson, M.L. and Stephan, D., 1999, Statistics for Managers using Microsoft Excel, 2nd edn, Prentice-Hall, New Jersey, USA.

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

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

### **BEO5502 REGRESSION AND TIME SERIES MODELLING**

**Campus** City Flinders.

**Prerequisite(s)** BEO5501 Sampling and Inferential Statistics.

**Content** The aim of this unit of study is to develop students' skill in the use of regression and time-series modelling. Topics to be covered include: introduction to analysis of variance; two-way analysis of variance; introduction to regression analysis; bivariate regression analysis; multiple regression models; other topics in multiple regression

modelling; diagnostic testing of the regression model; time-series; and forecasting.

**Required Reading** Studemund, A.H., 1994, Using Econometrics – A Practical Guide, Harper Collins, New York, USA.

**Recommended Reading** Griffith, D., Stirling, W.D. and Weldon, K.L., 1998, Understanding Data: Principles and Practices of Statistics, Wiley, Brisbane, Australia. Hildebrand, D.K. and Ott, L., 1998, Statistical Thinking for Managers, Duxbury, Boston, USA. Levine, D.M., Berenson, M.L. and Stephan, D., 1999, Statistics for Managers Using Microsoft Excel, 2nd edn, Prentice-Hall, New Jersey, USA.

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

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

## BEO5522 PUBLIC SECTOR ECONOMICS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Bailey, S.J., 1995, Public Sector Economics, Macmillan. Lipsey, R.G., and Chrystal, K.A., 1995, Positive Economics, 8th edn, Oxford University Press. Head, J.G., 1992, Tax Fairness Principles: A Conceptual, Historical and Practical View, Australian Tax Reform.

**Class Contact** Equivalent to 36 hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Subject equal to 15 credit points.

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

## BEO5538 ECONOMICS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Keat, P.G., & Young, P.K.Y., 1992, Managerial Economics, Prentice Hall. Chrystal, K.A. and Lipsey, R.G., 1997, Economics for Business and Management, Oxford University Press. Robinson, T., Quayle, M., McEachern, W., 1994, Macroeconomics: A Contemporary Introduction, Nelson.

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

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

## BEO5539 BUSINESS STATISTICS

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

**Prerequisite(s)** Nil.

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

**Required Reading** Levine, Stephan, Krehbiel, Berenson, Statistics for Managers, 3rd edition, 2002, Pearson Education.

**Recommended Reading** Selvanathan, Selvanathan, Keller, Warrack, Australian Business Statistics, 2nd edition, 2000, Nelson.

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

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

## BEO5544 HUMAN RESOURCE ECONOMICS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Norris, K. and Wooden, M., 1996, The Changing Australian Labour Market, EPAC, Background Paper No. 11, AGPS, Canberra. Whitfield, K., and Ross, R., 1996, The Australian Labour Market, EPAC, Background Paper No.11, AGPS, Sydney. Norris, K., 1996, The Economics of Australian Labour Markets, Longman Cheshire.

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

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

## BEO5551 ETHICS IN FINANCIAL MARKETS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Ernst and Young, 1999, Corruption and Ethics, Melbourne. Francis, R.D., 1994, Business Ethics in Australia: A Practical Guide, Law Book Group, Kew, and Melbourne. Tippet, J., 1999, Ethical Investment in Australia, PhD Dissertation, RMIT University, Melbourne.

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

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

## BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Brenson, M.L. and Levin, D.M. and Krehbiel, T.C., 2004, Basic Business Statistics – Concepts and Applications, 9th edition, Prentice-Hall, New Jersey. Wilson, J.H. and Keating, B., 2002, Business Forecasting, 4th edition, McGraw-Hill, New York.

**Recommended Reading** Hildebrand, D.K. and Ott, R.L., 1998, Statistical Thinking for Managers, 4th edition, Duxbury, Pacific Grove. Makridakis, S. and Wheelwright, S.C. and Hyndman, R.J., 1998, Forecasting-Method and Applications, 3rd edition, Wiley, New York.

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

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

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

### **BEO5566 INTRODUCTORY ECONOMETRICS**

**Campus** City Flinders.

**Prerequisite(s)** BEO5554 Statistical Data Analysis for Business.

**Content** This unit of study explores the Single equation simple regression modelling, statistical concepts with illustration of business and economic models. Extension to multiple regression modelling with illustration of business and economic model. Special issues related estimation: Multicollinearity, Auto-correlation and Heteroskedasticity, and Special issues related to model specification: Functional forms, Variable selection, Use lagged variable and Using dummy variables.

**Required Reading** Maddala, G.S., 2001, Introduction to Econometrics, 3rd edn, J. Wiley.

**Recommended Reading** Griffiths, W.E., Hill, R.C. and Judge, G.G., 1993, Learning and Practising Econometrics, 1st edn, J. Wiley.

Gujarathi, D.N., 1995, Basic Econometrics, 3rd edn., McGraw-Hill.

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

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

### **BEO5567 INTERNATIONAL ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Carbaugh, R.A., 2003, International Economics, 9th edn, South-Western College Publishing.

**Recommended Reading** Pomfret, R. (ed.), 1995, Australia's Trade Policies, Oxford University Press.

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

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

### **BEO5601 ECONOMICS OF INTERNATIONAL TRADE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** Dunkley, G., 2000, The Free Trade Adventure, Zed Books. Sawyer, W.C. and Sprinkle, R.L., 1999, Demand for Imports and Exports in the World Economy, Aldershot, Ashgate.

**Recommended Reading** Havrila, I. and Gunawardana, P.J., 2003, Analysing Comparative Advantage and Competitiveness: An Application to Australia's TAC Industries, Australian Economic papers. Hoekman, B. and Kostechi, M., 1996, The Political Economy of the World Trading System, Oxford University Press. Lung, S.M. and Gunawardana, P.J., 2000, The Gravity Model and International Trade Flow Analysis: A Survey, Working Paper No. 7/00, School of Applied Economics, Victoria University, Victoria.

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

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

### **BEO5602 ADVANCED MANAGERIAL ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** BEO6601 Economic Analysis.

**Content** This unit of study introduces students to the hands-on practice and applications for production, cost and consumer demand

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

**Required Reading** Commonwealth of Australia, Department of Finance, 1991, Handbook of Cost Benefit Analysis, AGPS. Salvatore, D., 1996, Managerial Economics in a Global Economy, 3rd edn, McGraw-Hill, New York.

**Recommended Reading** Gramlich, E.M., 1981, Benefit-Cost Analysis of Government Programs, Prentice Hall. Samuelson, W.F. and Marks, S.G., 1999, Managerial Economics Dryden Press, Fort Worth.

Shughart, W.F. et. al., 1994, Modern Managerial Economics, South-Western Publishing Co., Cincinnati. Bierman, H. and Smidt, S., 1971, The Capital Budgeting Decisions, Macmillan. Hanley, N. and Spash, C.L., 1993, Cost Benefit Analysis and the Environment, Edgar Elgar.

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

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

### **BEO5603 ECONOMETRICS AND FORECASTING**

**Campus** City Flinders.

**Prerequisite(s)** BEO5554 Statistical Data Analysis for Business, BEO5566 Introductory Econometrics.

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

**Required Reading** Maddala, G.S., 2001, Introduction to Econometrics, 3rd edn, J. Wiley.

**Recommended Reading** Gujarathi, D.N., 1995, Basic Econometrics, 3rd edn, McGraw-Hill.

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

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

### **BEO5685 FINANCIAL INSTITUTIONS MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** Gardner, M.J. and D. L. Mills, 1990, Managing Financial Institutions An Asset/Liability Approach, The Dryden Press, Chicago. Gup, B.E., Fraser, D.R. and James, W. K., 1989, Commercial Bank Management, Wiley, New York.

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

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

**BEO5686 FINANCIAL DERIVATIVE MARKETS****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study introduces students to the concepts of international financial markets and develops an understanding from conceptual, analytical, and decision making perspectives. Topics include: money markets; foreign exchange; futures; and options.**Required Reading** Chance, D.M., 2001, An Introduction to Derivatives and Risk Management, 5th edn, Harcourt, Sydney.**Recommended Reading** Slatyer and Carew, 1993, Trading Asia-Pacific Financial Futures Markets, Allen and Unwin.**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Project and term paper presentation, 30%; Final examination, 40%; Class assignments, 30%.**BEO6500 ECONOMICS FOR MANAGEMENT****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study provides a clear and comprehensive account of how economics explains and analyses the functions of the firm in a modern industrial society. Topics include: the nature and scope of economics; demand, supply and the market mechanism; production, costs and profit analysis; market structure and regulation; macroeconomic policy and the economic role of government; national income and economic welfare; consumption, savings, investment and taxation; money, interest and credit; the balance of payments, international trade and exchange rate determination; and inflation and unemployment.**Required Reading** Stonecash, R., Gans, J., King, S., and Mankiw, N.G., 1999, Principles of Macroeconomics, Harcourt, Sydney. Brewster, D., 1997, Business Economics: Decision-making and the firm, ITP Nelson, Sydney.**Recommended Reading** Gunther and J.R.L. Hicks, 1992, Economics, Principles and Policy, (Aust ed), Harcourt Brace. Baumol, W. J., A.S. Blinder, A.W. Corones S.G., 1990, Competition Law and Policy in Australia, The Law Book Company. McGillivray, M. and Papadopoulos, T., 1995, The Australian Economy: Principles, Policies and Performance, Nelson.**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Examination, 50%; Continuous assessment, 50%.**BEO6501 QUANTITATIVE ANALYSIS****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study develops practical skills in statistical and mathematical techniques commonly used in business decision making. The emphasis is on computer generation of solutions to business problems. Topics include: probability distributions and tests of hypothesis; regression analysis; forecasting; index numbers; linear programming; network modelling; and waiting lines and queuing theory.**Required Reading** To be advised by lecturer**Recommended Reading** Haque, M.O., 1997, Teaching Manual for MBA Students: Quantitative Analysis, Victoria University, Melbourne. Hildebrand, D.K., and Ott, L., 1998, Statistical Thinking for Managers, PWS-KENT publishing Company, Boston. Levin, R.I., Rubin, D.S., Stinson, J.P., Gardner, E.S., 1992, Quantitative Approaches to Management, 8th edn, McGraw-Hill.**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Case studies and continuous assessment, 50%; Final examination, 50%.**BEO6562 ECONOMICS OF PUBLIC ENTERPRISE****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study familiarises students with the history, scope and economic functions of the public enterprise sector in Australia. It examines the role of economic principles for effective public sector decision making. Topics include: the economic rationale of government

intervention and public enterprise; financing of public enterprise; public enterprise pricing and investment; cost-benefit analysis; and evaluation of public enterprise performance, privatisation and contracting out policies.

**Required Reading** To be advised by lecturer.**Recommended Reading** Rees, R., 1976, Public Enterprise Economics, Philip Allan Publishers. Turvey, R., 1976, Economic Analysis and Public Enterprises, Allen & Unwin. Reed, P.W., 1973, The Economics of Public Enterprise, Butler Worths.**Class Contact** Equivalent to 36 hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Individual essay/project, 50%; final examination, 50%.**BEO6567 INTERNATIONAL BUSINESS ENVIRONMENT****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study introduces students to the concept of the environment of international business and the relationship between the environment and business operations. It shows how to conduct international business environment scanning to assist the formulation of international business strategy. Topics include: interaction between multinational corporations and the international business environment; changing patterns of international trade; direct foreign investment; economic integration; intervention in trade; newly emerging market economies; industry versus intra-industry or intra-firm trade; home and host multinational corporations and world trade flows; inter-government policies and multinational responses; international finance; and multinational marketing strategies.**Required Reading** To be advised by lecturer**Recommended Reading** Burnett, R., Burnett, R., 1994, The Law of International Business Transactions, Federation. Dunning, J.H., 1993, The Globalisation of Business, Routledge, London. Dunning, J.H., 1994, Multinational Enterprises and the Global Economy, Addison Wesley.**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Case studies, 50%; Final examination, 50%.**BEO6600 BUSINESS ECONOMICS****Campus** City Flinders.**Prerequisite(s)** Nil.**Content** This unit of study is a combination of Business Macroeconomics and Business Microeconomics.**Required Reading** To be advised.**Recommended Reading** To be advised.**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.**Assessment** Assignment 1, 25%; Assignment 2, 25%; Final examination, 50%.**BEO6601 ECONOMIC ANALYSIS****Campus** City Flinders.**Prerequisite(s)** BEO6600 Business Economics.**Content** This unit of study emphasizes the application of fundamental economic tools and concepts to decision problems faced by various economic agents. Topics include Economic theory of consumer behaviour, producer behaviour, role of markets in co-ordinating economic decisions; conditions for efficient resource allocation, market imperfections and the role of government, economics of information and strategy, game theory, strategic behaviour and competitive strategy, extremities and public goods provisions.**Required Reading** Pindyck, R.S. and Rubinfeld, D.L., 2001, Microeconomics, 5th edn, Prentice Hall.**Recommended Reading** Besanko, David, Dranove, David and Hanley, Mark, 2000, The Economics of Strategy, 2nd edn, J. Wiley. Nicholson, W., 1998, Microeconomic Theory, Basic Principles and Extensions, 7th edn, Dryden Press. Gans, Joshua, King, Stephen and Mankiw, Gregory N., 1999, Principles of Microeconomics, Harcourt Brace. Dixit, Avinash and Skeath, Susan, 1999, Games of Strategy, Norton.



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

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

### **BEO6617 BUSINESS RISK AND PLANNING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Gorman, R.T., 1999, Online Business Planning, Book-mart Press, USA. Stutely, R., 1999, The Definite Business Plan, Pearson Education Limited, UK.

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

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

### **BEO6618 RISK MODELS AND MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Alexander, C., 2001, Market Models: A Guide to Financial Data Analysis, J. Wiley. Strong, R.A., 2000, Portfolio Construction, Management and Protection, South-Western College Publishing. Watsham, T.J. and Parramore, K., 1997, Quantitative Methods in Finance, International Thomson Business Press.

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

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

### **BEO6704 TOURISM ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

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

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

### **BEO7700 THESIS (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BEO7742 Business Research Methods.

**Content** Students are required to complete a research thesis of approximately 12,500 words based on the proposal developed in the unit of study Business Research Methods. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All Students who enter the program will initially discuss

possible research topics with a member of staff and the Course Director. The thesis is to be completed in six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%.

### **BEO7701 THESIS (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BEO7742 Business Research Methods.

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

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Thesis, 100%.

### **BEO7742 BUSINESS RESEARCH METHODS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Recommended Reading** Bryman, A., 1988, Doing Research in Organisations, Routledge, London. Howard, K. and Sharp, J.A., 1983, The Management of a Student Research Project, Aldershot, Gower. Hussey, J. and Hussey, R., 1997, Business Research, Macmillan, London.

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

**Assessment** Thesis, 100%.

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

**Campus** City Flinders.

**Prerequisite(s)** Nil.

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

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

**Assessment** Dissertation thesis, 100%.



**BEO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)****Campus** City Flinders.**Prerequisite(s)** Nil.

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

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Dissertation thesis, 100%.

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

**BEO8002 PHD (RESEARCH)(FULL TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop, under supervision, a thesis of original and significant **Content** which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

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

**Assessment** Research thesis, 100%.

**BEO8003 PHD (RESEARCH)(PART TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop, under supervision, a thesis of original and significant **Content** which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

**BEO9800 RESEARCH THESIS (FULL TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-School understanding by the candidate of the field of study.

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

**Assessment** Research thesis, 100%.

**BEO9801 RESEARCH THESIS (PART TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-School understanding by the candidate of the field of study.

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



# SCHOOL OF HOSPITALITY, TOURISM AND MARKETING

Below are details of courses offered by the **School of Hospitality, Tourism and Marketing** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

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

## BACHELOR OF BUSINESS (MARKETING) (I)

**Course Code:** BBBK

**Campus:** Footscray Park, Sunbury.

### Course Objectives

The aims of the course are to provide students with a sound education in the principles and practices of marketing.

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Units of Study</b>                   |              |        |         |                 |                  |                 |
| Seven approved electives.                        |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

**Course Code:** BBEV

**Campus:** Footscray Park, Sunbury.

### Course Objectives

The main educational aim of the course is to provide students with a sound understanding of the principles and practices relevant to business and event management. This will enable graduates to be successful and effective managers in the events sector or any other chosen field they enter.

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

## FACULTY OF BUSINESS AND LAW

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Event Management</b> |              |        |         |                 |                  |                 |
| BHO2432 INTRODUCTION TO EVENTS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2531 EVENT PROJECT MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Units of Study</b>                          |              |        |         |                 |                  |                 |
| Seven approved electives.                               |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBHC

Campus: Footscray Park.

### Course Objectives

The aim of the course is to develop highly skilled graduates who can take their place as progressive and dynamic managers across the range of operations in the hospitality industry. The key characteristics of these graduates will be their strong numeric skills, computer literacy, emotional intelligence, cultural and social sensitivity, critical thinking, strategic planning and communication skills.

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Hospitality Specialisation + 4 Hotel and Catering Specialisation + 3 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b>                   |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hotel and Catering Management</b> |              |        |         |                 |                  |                 |
| BHO3306 CASINO AND GAMING MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3311 YIELD MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3504 CULTURE AND IDENTITY   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Units of Study</b>                                       |              |        |         |                 |                  |                 |
| Three approved electives.  |              |        |         |                 |                  |                 |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

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

Course Code: BBHH

Campus: Footscray Park.

**Course Objectives**

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

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Human Resource Management</b> |              |        |         |                 |                  |                 |
| BLO2207 EMPLOYMENT LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3323 EMPLOYEE RELATIONS MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3324 CONSULTING AND COUNSELLING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3476 TRAINING AND DEVELOPMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b>               |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

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

Course Code: BBHM

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

**Course Objectives**

The course is designed to teach the principles of hospitality management and at the same time allows students to study a range of areas within the hospitality industry. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

**Course Duration**

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

**Admission Requirements**

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

## FACULTY OF BUSINESS AND LAW

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

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

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

### Course Structure

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b>      |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| Seven approved electives.                               |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

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

Course Code: BBHV

Campus: Footscray Park.

### Course Objectives

The course aims to provide students with a sound understanding of the principles and practices relevant to business, hospitality management, and event management. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

### Course Duration

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

### Admission Requirements

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

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

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

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

### Course Structure

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                         |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b> |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BHO2282 ACCOMMODATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Event Management</b> |              |        |         |                 |                  |                 |
| BHO2432 INTRODUCTION TO EVENTS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2531 EVENT PROJECT MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (MARKETING/ELECTRONIC COMMERCE)**

Course Code: BBKE

Campus: Footscray Park.

**Course Objectives**

The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in marketing and electronic commerce.

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>           |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b> |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

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

Course Code: BBKH

Campus: Footscray Park.

**Course Objectives**

The course is designed to teach the principles of marketing and hospitality management allowing students to become dynamic managers in the hospitality and marketing industries. Students spend the third year of their degree working in industry, undertaking Co-operative Education.

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

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

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>        |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b>      |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF PSYCHOLOGY (I)**

Course Code: BBKP

Campus: Footscray Park.

**Course Objectives**

The primary educational aim of the course is to provide students with a sound platform of learning in the principles and practice of marketing and psychology. It will improve learning by providing a fundamental framework for the application of marketing and psychology concepts and ideas and their co-integration, which will ensure that students are capable of engaging successfully in combined areas of marketing and psychology in a commercial environment.

**Course Duration**

The course is offered over four years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

**Admission Requirements**

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

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

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

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



**Course Structure**

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

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

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| Professional Development Business Units of Study |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Arts</b>      |              |        |         |                 |                  |                 |
| APP1012 PSYCHOLOGY 1A                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP1013 PSYCHOLOGY 1B                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP2013 PSYCHOLOGY 2A                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP2031 DEVELOPMENT ISSUES IN PSYCHOLOGY         | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP2014 PSYCHOLOGY 2B                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP3035 RESEARCH METHODS IN PSYCHOLOGY           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP3036 HISTORY AND THEORIES IN PSYCHOLOGY       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP3037 CLINICAL ASPECTS OF PSYCHOLOGY           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| APP3023 PSYCHOLOGICAL ISSUES IN THE WORKPLACE    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Arts Electives</b>                            |              |        |         |                 |                  |                 |

Five Arts electives and two Psychology electives

**BACHELOR OF BUSINESS (MARKETING/TOURISM MANAGEMENT) (I)**

Course Code: BBKT

Campus: Footscray Park.

**Course Objectives**

The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in marketing and tourism management.

**Course Duration**

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

**Admission Requirements**

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

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

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

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

**Course Structure**

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

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b> |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BHO2285 MARKETING RESEARCH                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (MARKETING/MUSIC INDUSTRY) (I)**

Course Code: BBKU

Campus: Footscray Park.

**Course Objectives**

The course aims to provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in the marketing and music industries.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                            |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>      |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Music Industry</b> |              |        |         |                 |                  |                 |
| BEO2403 INTRODUCTION TO MUSIC BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3408 MUSIC PUBLISHING AND RECORDING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2405 MUSIC MARKETING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2401 MUSIC INDUSTRY LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BMO2402 MUSIC INDUSTRY MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>        |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MARKETING/APPLIED ECONOMICS) (I)**

Course Code: BBMA

Campus: Footscray Park.

**Course Objectives**

The aims of the course are to provide students with a sound education in the principles and practices of marketing and applied economics.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                               |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01105 ECONOMIC PRINCIPLES                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01106 BUSINESS STATISTICS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                     | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>         |              |        |         |                 |                  |                 |
| BE03201 DISTRIBUTION MANAGEMENT AND OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Applied Economics</b> |              |        |         |                 |                  |                 |
| BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02254 STATISTICS FOR BUSINESS AND MARKETING            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02263 MACROECONOMIC ANALYSIS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02264 MICROECONOMIC ANALYSIS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02283 APPLIED REGRESSION ANALYSIS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE02284 BUSINESS FORECASTING METHODS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE03366 ECONOMIC POLICY AND RESEARCH                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>           |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MARKETING/INTERNATIONAL TRADE) (I)**

Course Code: BBMI

Campus: Footscray Park, Sunway-Malaysia.

**Course Objectives**

The aim of the course is to provide students with a sound education in the principles and practices of marketing and international trade.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>           |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MARKETING/INTERNATIONAL TOURISM) (OFFSHORE)**

Course Code: BBMT

Campus: Sunway-Malaysia.

**Course Objectives**

The course combines components of the existing undergraduate programs to enable students to develop a broad range of professional skills specific to marketing and tourism, and be capable of engaging effectively in these professional areas.

**Course Duration**

The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>             |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Tourism</b> |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3438 TOURISM IN THE ASIA-PACIFIC REGION                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>               |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MARKETING/EVENT MANAGEMENT) (I)**

Course Code: BBMV

Campus: Footscray Park, Sunbury.

**Course Objectives**

The aim of the course is to provide students with a sound understanding of the principles and practices relevant to business, marketing and event management.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                              |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BLO1105 BUSINESS LAW                                    | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Marketing</b>        |              |        |         |                    |                     |                    |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2285 MARKETING RESEARCH                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2434 CONSUMER BEHAVIOUR                              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3254 ADVANCED MARKETING RESEARCH                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3435 MARKETING PLANNING AND STRATEGY                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Event Management</b> |              |        |         |                    |                     |                    |
| BHO2432 INTRODUCTION TO EVENTS                          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO2531 EVENT PROJECT MANAGEMENT                        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3422 STRATEGIC MANAGEMENT                            | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Units of Study</b>          |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

**BACHELOR OF BUSINESS (TOURISM MANAGEMENT)/BACHELOR OF RECREATION MANAGEMENT**

Course Code: BBRT

Course is not available to commencing students.

Campus: Footscray Park.

**Course Objectives**

The aims of the course are to provide graduates with a sound business management education with particular emphasis on management of tourism projects and enterprises, a strong grounding in the relevant business management techniques, research skills and a sound understanding of the successful design, implementation and management of recreation programs and facilities in Australia.

**Course Duration**

The course is offered over four years on a full-time basis or part-time equivalent. Each student must obtain 384 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                          |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>    |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1192  |              |        |         |                 |                  |                 |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3436  |              |        |         |                 |                  |                 |
| BHO3437  |              |        |         |                 |                  |                 |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Business Support Units of Study</b>                       |              |        |         |                 |                  |                 |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| <b>Specialisation Units of Study – Recreation Management</b> |              |        |         |                 |                  |                 |
| AHR1101 INTRODUCTION TO RECREATION                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR1103  |              |        |         |                 |                  |                 |
| AHR1105 SOCIETY AND LEISURE                                  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR1204 DISABILITY AWARENESS AND RECREATION                  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR1202 RECREATION PROGRAMMING                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR1205 RECREATION CAREER DEVELOPMENT 1                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR2305 SOCIAL PSYCHOLOGY OF RECREATION                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR2304 RECREATION EVENT MANAGEMENT                          | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR2401 RESEARCH AND EVALUATION IN RECREATION                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR2402 HUMAN RESOURCE MANAGEMENT IN RECREATION              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR2404 RECREATION AND COMMUNITY DEVELOPMENT                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR3501 LEGAL ISSUES IN RECREATION                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR3502 RECREATION PLANNING AND POLICY                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR3504 RECREATION FINANCIAL MANAGEMENT                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR3601 GRADUATING PROJECT                                   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AHR3602 RECREATION CAREER DEVELOPMENT 3                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (HOSPITALITY/TOURISM MANAGEMENT) (I)**

Course Code: BBTH

Campus: Footscray Park, HKIT-Hong Kong.

**Course Objectives**

The course aims to provide graduates with a sound business management education, with particular emphasis on management of tourism projects and hospitality facilities and a strong grounding in the relevant business management techniques and research skills.

**Course Duration**

The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                    |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                          | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Hospitality</b>         |              |        |         |                 |                  |                 |
| BHO1110 INTRODUCTION TO HOSPITALITY                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1121 FOOD AND BEVERAGE MANAGEMENT I                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1122 FOOD AND BEVERAGE MANAGEMENT II                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2282 ACCOMMODATION MANAGEMENT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3433 FOOD AND BEVERAGE MANAGEMENT III                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (TOURISM MANAGEMENT/INFORMATION SYSTEMS)**

Course Code: BBTI

This course is NOT available to commencing students.

Campus: Footscray Park.

**Course Objectives**

The course provides students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both the tourism and information systems disciplines.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Information Systems</b> |              |        |         |                 |                  |                 |
| BCO1103 WEB ENABLED BUSINESS SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1046 COMPUTER SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2148 SYSTEMS ANALYSIS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3144 SYSTEMS DESIGN                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Support Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1106 ACCOUNTING FOR HOSPITALITY AND TOURISM MANAGERS    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3149 COMPUTER PROJECT                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2271 ORGANISATIONS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (TOURISM MANAGEMENT) (I)**

Course Code: BBTM

Campus: Footscray Park, HKIT-Hong Kong.

**Course Objectives**

The course aims to provide a sound business management education with a specialisation in the principles and practice of the travel and tourism industries.

**Course Duration**

The course is offered over four years on a full-time basis and includes a compulsory year of Co-operative Education. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.                                  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**BACHELOR OF BUSINESS (TOURISM MANAGEMENT) BACHELOR OF INTERNATIONAL STUDIES (I)**

Course Code: BBTT

Campus: Footscray Park, St Albans.

**Course Objectives**

The course aims to provide students with a sound business management education with particular in-depth knowledge and skills about the world outside Australia, including knowledge of other societies and cultures, intercultural communication skills, knowledge of the economic, political and historical context of regions and countries outside Australia.

**Course Duration**

The course is offered on a full-time basis over four years or over eight years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

The course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Tourism Management + 2 Professional Development) and 16 International Studies Units of Study (4 Core + 8 Specialisation International Studies + 4 Elective). All units selected are subject to approval by the course coordinator.



|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                        |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Business Professional Development Units of Study</b>    |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Core International Studies Units of Study</b>           |              |        |         |                 |                  |                 |
| ACX1000 COMMUNICATING TRANSCULTURALLY                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| AAP3014 DIMENSIONS OF GLOBAL POLITICS                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ASX3000 INTERNATIONAL STUDIES PROJECT                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACX3001 INTERNATIONAL STUDIES: PROFESSIONAL LEARNING       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**Specialisation Units of Study – International Studies**

8 units selected from one of the following specialisation sequences offered by the Faculty of Arts, Education and Human Development (FAEHD):

- Advanced English for Speakers of other Languages
- Asian Studies
- Chinese
- International Cultural Studies
- Japanese
- Political Science
- Sociology of the Global South
- Spanish
- Vietnamese

Any other Language offered at another tertiary institution (as approved by coordinator). For details on these specialisations, please refer to the FAEHD section of this Handbook.

**Elective Units of Study – International Studies**

4 units approved by the course coordinator. Electives can be additional units from one or more of the above specialisations or other units from across the university that have an international focus.

**BACHELOR OF BUSINESS (TOURISM/EVENT MANAGEMENT) (I)**

Course Code: BBTV

Campus: Footscray Park, Angell-Germany.

**Course Objectives**

The aim of the course is to provide students with a sound understanding of the principles and practices relevant to business, tourism, and event management. This will enable them to be successful and effective managers in the tourism and events sectors or any other chosen field.

**Course Duration**

The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

Delivery of the new course structure off-shore may be deferred to 2009. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>               |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>  |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Event Management</b>    |              |        |         |                 |                  |                 |
| BHO2432 INTRODUCTION TO EVENTS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2531 EVENT PROJECT MANAGEMENT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BBB3001 CO-OPERATIVE EDUCATION 1                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BBB3002 CO-OPERATIVE EDUCATION 2                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**MASTER OF BUSINESS (HOSPITALITY MANAGEMENT)**

Course Code: BMAM

Campus: City Flinders.

**Course Objectives**

The course aims to develop the analytical and research skills of actual and potential managers to enable them to better manage within a corporate environment.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality management, or in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5601   |              |        |         |                 |                  |                 |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5719   |              |        |         |                 |                  |                 |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5703   |              |        |         |                 |                  |                 |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus either   |              |        |         |                 |                  |                 |
| <b>Coursework Stream</b>  |              |        |         |                 |                  |                 |
| Select four units of study from the following:                    |              |        |         |                 |                  |                 |
| BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5501 ELECTRONIC MARKETING                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6666 GLOBAL MARKETING MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5408   |              |        |         |                 |                  |                 |
| BHO5611   |              |        |         |                 |                  |                 |
| BHO5575 NATIONAL CULTURES AND IDENTITIES                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| OR  |              |        |         |                 |                  |                 |
| <b>Thesis Stream</b>  |              |        |         |                 |                  |                 |
| BHO7742 BUSINESS RESEARCH METHODS                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO7700 THESIS (FULL TIME)  | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |

|                                  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|----------------------------------|--------------|--------|---------|-----------------|------------------|-----------------|
| or<br>BHO7701 THESIS (PART TIME) | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality Management. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (MARKETING) (I)

Course Code: BMBK

Campus: City Flinders.

### Course Objectives

The course aims to develop an awareness of the processes of problem solving and decision making in marketing, equip students with the skills necessary to commission, design, conduct and interpret market research, and to make students aware of the nature of major global economic issues and their implications for marketing strategies.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                          |              |        |         |                 |                  |                 |
| BHO6505 MARKETING MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5574 CONSUMER BEHAVIOUR                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5583 MARKETING RESEARCH                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5525 MARKETING STRATEGY                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives – select four units of study from:</b> |              |        |         |                 |                  |                 |
| BHO5501 ELECTRONIC MARKETING                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5503 MARKETING COMMUNICATION                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5502 SERVICES AND RELATIONSHIP MARKETING         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5504 BRAND AND PRODUCT MANAGEMENT                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6666 GLOBAL MARKETING MANAGEMENT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5505 BUSINESS TO BUSINESS MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5572 LOGISTICS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus either:  |              |        |         |                 |                  |                 |
| Four other approved units of study                  |              |        |         |                 |                  |                 |
| OR  |              |        |         |                 |                  |                 |
| BHO7742 BUSINESS RESEARCH METHODS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO7700 THESIS (FULL TIME)                          | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or  |              |        |         |                 |                  |                 |
| BHO7701 THESIS (PART TIME)                          | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (EVENT MANAGEMENT) (I)

Course Code: BMEM

Campus: City Flinders, IUAS-Germany.

### Course Objectives

The course aims to provide students with an understanding of generic management knowledge, competencies and skills required to administer artistic, sporting, cultural, promotional, special interest, industry, educative and entertainment events. The course will emphasise a multidisciplinary approach to the development of high order event management skills and competencies, focused particularly on major events, conferences and meetings, incentives and exhibitions, trade shows, festivals, and major sporting events.

### Course Duration

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis, which carries a value of 36 credit points. Students must complete 144 credit points to graduate.

### Admission Requirements

To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|---|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Coursework Option</b>  |                     |              |                |                        |                         |                        |
| BAO5505 ACCOUNTING FOR EVENTS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BMO5401 SPECIAL EVENT MANAGEMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5617 PRODUCING CREATIVE EVENTS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BE05408 EVENT EVALUATION AND LEGACY   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5618 THE EVENTS ENVIRONMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| plus three Electives offered by the Faculty of Business and Law and approved by the Course Co-ordinator |                     |              |                |                        |                         |                        |
| or  |                     |              |                |                        |                         |                        |
| <b>Thesis Option</b>  |                     |              |                |                        |                         |                        |
| BAO5505 ACCOUNTING FOR EVENTS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BE05408 EVENT EVALUATION AND LEGACY   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5618 THE EVENTS ENVIRONMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5617 PRODUCING CREATIVE EVENTS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BMO5401 SPECIAL EVENT MANAGEMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO7742 BUSINESS RESEARCH METHODS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| and Thesis either full-time or part-time  |                     |              |                |                        |                         |                        |
| BHO7700 THESIS (FULL TIME)  | 36                  | 0.3750       | 2              | \$2,178                | \$2,723                 | \$4,752                |
| BHO7701 THESIS (PART TIME)  | 18                  | 0.1880       | 2              | \$1,092                | \$1,365                 | \$2,382                |

On completion of 4 approved units of study, students can choose to exit the program with the Graduate Certificate in Event Management. On completion of 8 approved units of study, students can exit the program and be eligible for Graduate Diploma of Business (Event Management).

**MASTER OF BUSINESS (HOSPITALITY AND TOURISM MARKETING) (I)**

**Course Code:** BMHK

**Campus:** City Flinders.

**Course Objectives**

The course aims to provide students with advanced skills and knowledge in hospitality, tourism and marketing and create opportunities for professionals in these areas to achieve a formal qualification whilst enhancing and broadening their industry education.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which carries a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality and tourism marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The course may comprise (a) twelve coursework units of study or (b) nine units of study and a thesis:

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|--|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Coursework Option</b>                               |                     |              |                |                        |                         |                        |
| BHO5703  |                     |              |                |                        |                         |                        |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO6505 MARKETING MANAGEMENT                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5501 ELECTRONIC MARKETING                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5575 NATIONAL CULTURES AND IDENTITIES               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5611  |                     |              |                |                        |                         |                        |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| plus four approved elective units of study             |                     |              |                |                        |                         |                        |
| <b>Option B – Thesis Stream</b>                        |                     |              |                |                        |                         |                        |
| BHO5703  |                     |              |                |                        |                         |                        |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT              | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO6505 MARKETING MANAGEMENT                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5501 ELECTRONIC MARKETING                           | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5575 NATIONAL CULTURES AND IDENTITIES               | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5611  |                     |              |                |                        |                         |                        |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO7742 BUSINESS RESEARCH METHODS                      | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO7700 THESIS (FULL TIME)                             | 36                  | 0.3750       | 2              | \$2,178                | \$2,723                 | \$4,752                |
| or   |                     |              |                |                        |                         |                        |
| BHO7701 THESIS (PART TIME)                             | 18                  | 0.1880       | 2              | \$1,092                | \$1,365                 | \$2,382                |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality and Tourism Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive a Graduate Certificate in Hospitality and Tourism Marketing.

## MASTER OF BUSINESS (HOSPITALITY MANAGEMENT) (PROFESSIONAL PRACTICE) (I)

Course Code: BMHP

Campus: City Flinders.

### Course Objectives

The course aims to provide graduates of other disciplines with a fast track into the hospitality industry. The course offers compulsory business units of study with a hospitality specialisation and advanced hospitality studies for students who wish to commence a career in the hospitality industry.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a degree or equivalent qualification. In the absence of formal qualifications an applicant must have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Units of Study</b>                                  |              |        |         |                 |                  |                 |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5703   |              |        |         |                 |                  |                 |
| BHO5520 INTRODUCTION TO HOSPITALITY INDUSTRY                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5521 FOOD AND BEVERAGE STUDIES I                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5522 FOOD AND BEVERAGE STUDIES II                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5586 ACCOMMODATION STRUCTURE AND ORGANISATION                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5611   |              |        |         |                 |                  |                 |
| <b>plus three of the following:</b>                               |              |        |         |                 |                  |                 |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5601   |              |        |         |                 |                  |                 |
| BLO5550 LAW FOR THE HOSPITALITY INDUSTRY                          | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO5719   |              |        |         |                 |                  |                 |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality Management (Professional Practice). On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF HOSPITALITY AND TOURISM EDUCATION

Course Code: BMHT

Course not available to commencing students.

Campus: City Flinders.

### Course Objectives

The course aims to provide vocational trainers and educators in the hospitality and tourism sector with a graduate educational qualification which will enhance their career advancement opportunities whilst simultaneously adding value to their institutions.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component, which carries the value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to this course an applicant must have normally completed successfully a relevant degree or graduate diploma or equivalent. Any person with aspirations towards a career in hospitality or tourism education or training may apply provided that they hold a relevant degree qualification or equivalent. In the absence of formal qualifications, an applicant may have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|---|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| BHO5703   |                     |              |                |                        |                         |                        |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| or  |                     |              |                |                        |                         |                        |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| plus Four approved units of study from the Master of Education and Training within the Faculty of Arts, Education and Human Development and two units of study from the Hospitality and Tourism units of study below. |                     |              |                |                        |                         |                        |
| Plus either   |                     |              |                |                        |                         |                        |
| <b>Coursework Option</b>  |                     |              |                |                        |                         |                        |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5611   |                     |              |                |                        |                         |                        |
| plus two approved units of study from the Master of Education and Training.   |                     |              |                |                        |                         |                        |
| OR  |                     |              |                |                        |                         |                        |
| <b>Thesis Option</b>  |                     |              |                |                        |                         |                        |
| HEM1655   |                     |              |                |                        |                         |                        |
| BHO7700 THESIS (FULL TIME)  | 36                  | 0.3750       | 2              | \$2,178                | \$2,723                 | \$4,752                |
| or  |                     |              |                |                        |                         |                        |
| BHO7701 THESIS (PART TIME)  | 18                  | 0.1880       | 2              | \$1,092                | \$1,365                 | \$2,382                |
| <b>Hospitality and Tourism Units of Study</b>   |                     |              |                |                        |                         |                        |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BEO6704 TOURISM ECONOMICS   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5575 NATIONAL CULTURES AND IDENTITIES  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5586 ACCOMMODATION STRUCTURE AND ORGANISATION  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5601   |                     |              |                |                        |                         |                        |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5717 SUSTAINABLE DESTINATION MANAGEMENT  | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5719   |                     |              |                |                        |                         |                        |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT   | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality and Tourism Education. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Hospitality and Tourism Education.

**MASTER OF BUSINESS (HOSPITALITY AND EVENT MANAGEMENT) (I)**

**Course Code:** BMHV

**Campus** City Flinders.

**Course Objectives**

The course aims to provide students with the specialist professional skills and knowledge to work in the hospitality and events sectors, underpinned by a strong business focus.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality and/or event management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|---|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| <b>Hospitality Specialisation</b>                                 |                     |              |                |                        |                         |                        |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT                         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| Plus two of the following units                                   |                     |              |                |                        |                         |                        |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT                          | 12                  | 0.1250       | 2              | \$726                  | \$908                   | \$1,584                |
| BHO5601   |                     |              |                |                        |                         |                        |
| BHO5719   |                     |              |                |                        |                         |                        |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Event Management Specialisation</b>           |              |        |         |                 |                  |                 |
| BMO5401 SPECIAL EVENT MANAGEMENT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5403  |              |        |         |                 |                  |                 |
| BLO5406 LAW FOR EVENTS                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BEO5407 ECONOMIC IMPACTS OF EVENTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5600  |              |        |         |                 |                  |                 |
| Plus one of the following units                  |              |        |         |                 |                  |                 |
| BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## MASTER OF BUSINESS (HOSPITALITY AND TOURISM MANAGEMENT) (I)

Course Code: BMTH

Campus: City Flinders.

### Course Objectives

The course aims to develop highly skilled and employable graduates who have a well-balanced combination of core business and hospitality management knowledge, and generic skills and knowledge.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit carries a value of 12 credit points with the exception of the Thesis which has a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission Requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality management or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

The flexible course structure enables students to specialise in hospitality and tourism or to undertake one of these specialisations in addition to a thesis or coursework elective component. The course total of 12 Units of Study may comprise the following combinations: Option 1: Core (4 Units of Study) and Group 1 (4 Hospitality Units of Study) and Group 2 (4 Tourism Units of Study); OR Option 2: Core (4 Units of Study) and Group 1 (4 Hospitality Units of Study) or Group 2 (4 Tourism Units of Study) and either Group 3 (4 Coursework Elective Units of Study) or Group 4 (Thesis Option). Please note: students who do not have a bachelor's degree in hospitality/tourism/business will be required to undertake BAO5701 Accounting for Decision Making in Hospitality and Tourism and BHO5608 Hospitality and Tourism Human Resource Management as part of the Elective Units of Study. All units selected are subject to approval by the course coordinator.

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5575 NATIONAL CULTURES AND IDENTITIES                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Group 1 Specialisation Units of Study – Hospitality</b>        |              |        |         |                 |                  |                 |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5623 ADVANCED YIELD MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Group 2 Specialisation Units of Study – Tourism</b>            |              |        |         |                 |                  |                 |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5717 SUSTAINABLE DESTINATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Group 3 Coursework Elective Units of Study</b>                 |              |        |         |                 |                  |                 |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5567 HOSPITALITY PROPERTY DEVELOPMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5568 HOSPITALITY OPERATIONS MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5574 CONSUMER BEHAVIOUR  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5618 THE EVENTS ENVIRONMENT                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5623 ADVANCED YIELD MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5717 SUSTAINABLE DESTINATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6666 GLOBAL MARKETING MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

Or other electives offered by the Faculty of Business and Law and approved by the course coordinator.

|                                   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|-----------------------------------|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Group 4 Thesis Option</b>      |              |        |         |                 |                  |                 |
| BHO7742 BUSINESS RESEARCH METHODS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO7700 THESIS (FULL TIME)        | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| BHO7701 THESIS (PART TIME)        | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality and Tourism Management. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (TOURISM MANAGEMENT) (I)

Course Code: BMTM

Campus: City Flinders.

### Course Objectives

The course aims to develop the skills of tourism developers and administrators at the postgraduate level.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries a value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core units of study</b>  |              |        |         |                 |                  |                 |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5703   |              |        |         |                 |                  |                 |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Tourism Specialisation</b>                                     |              |        |         |                 |                  |                 |
| BHO5717 SUSTAINABLE DESTINATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5611   |              |        |         |                 |                  |                 |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus either:  |              |        |         |                 |                  |                 |
| <b>Coursework Option</b>  |              |        |         |                 |                  |                 |
| Select four units from:   |              |        |         |                 |                  |                 |
| BE06704 TOURISM ECONOMICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5408   |              |        |         |                 |                  |                 |
| BHO5403   |              |        |         |                 |                  |                 |
| BMO5401 SPECIAL EVENT MANAGEMENT                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE05407 ECONOMIC IMPACTS OF EVENTS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5575 NATIONAL CULTURES AND IDENTITIES                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5719   |              |        |         |                 |                  |                 |
| BHO5601   |              |        |         |                 |                  |                 |
| BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| OR  |              |        |         |                 |                  |                 |
| <b>Thesis Option</b>  |              |        |         |                 |                  |                 |
| BHO7742 BUSINESS RESEARCH METHODS                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO7700 THESIS (FULL TIME)  | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or  |              |        |         |                 |                  |                 |
| BHO7701 THESIS (PART TIME)  | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Tourism Management. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (TOURISM AND EVENT MANAGEMENT) (I)

Course Code: BMTV

Campus: City Flinders.

### Course Objectives

The course aims to provide students with the specialist professional skills and knowledge to work in the tourism and events sectors, underpinned by a strong business focus.



**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism and/or event management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Tourism Specialisation</b>                                     |              |        |         |                 |                  |                 |
| BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5605 INTERNATIONAL TOURISM MANAGEMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| Plus two of the following units:                                  |              |        |         |                 |                  |                 |
| BHO5611   |              |        |         |                 |                  |                 |
| BHO5717 SUSTAINABLE DESTINATION MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Event Management Specialisation</b>                            |              |        |         |                 |                  |                 |
| BMO5401 SPECIAL EVENT MANAGEMENT                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5403   |              |        |         |                 |                  |                 |
| BLO5406 LAW FOR EVENTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BEO5407 ECONOMIC IMPACTS OF EVENTS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5600   |              |        |         |                 |                  |                 |
| Plus one of the following units:                                  |              |        |         |                 |                  |                 |
| BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**DOCTOR OF PHILOSOPHY**

Course Code: BPPH

Campus: City Flinders

**Course Objectives**

The Doctor of Philosophy undertaken purely by research is available within the School of Hospitality, Tourism and Marketing. Academic staff with suitable qualifications and proven research skills supervise students undertaking hospitality, tourism or marketing related projects.

**Course Duration**

The course normally requires three years of full-time study or part-time equivalence.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BHO8002 PHD (RESEARCH) (FULL TIME)<br>OR | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| BHO8003 PHD (RESEARCH) (PART TIME)       | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

**MASTER OF BUSINESS BY RESEARCH (HOSPITALITY AND TOURISM)**

Course Code: BRAH

Campus: City Flinders

**Course Objectives**

The Master of Business by Research can be offered by the School of Hospitality, Tourism and Marketing. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**

The course normally requires two years of full-time study or part-time equivalence.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BHO9800 RESEARCH THESIS (FULL TIME)<br>OR | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| BHO9801 RESEARCH THESIS (PART TIME)       | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

## SUBJECTS

Below are subject details for courses offered by the School of Hospitality, Tourism and Marketing in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

### BHO1110 INTRODUCTION TO HOSPITALITY

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** To introduce students to the study of hospitality as an emerging discipline worthy of rigorous study. To orient the students to the hospitality industry and the issues which confront it. Topics include: hospitality as a field of study; introduction to the Hospitality Industry; the philosophy of hospitableness; the origins of modern hospitality; the structure and dynamic forces of the Hospitality Industry; consuming hospitality; the commodification of the Hospitality Industry.

**Required Reading** Lashley, C. and Morrison, A. (eds), 2000, *In Search of Hospitality: Theoretical Perspectives and Debates*, Butterworth Heinemann, Oxford.

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

### BHO1121 FOOD AND BEVERAGE MANAGEMENT I

**Campus** Footscray Park.

**Prerequisite(s)** BHO1110 Introduction to Hospitality.

**Content** To introduce students to the core principles and practices of food and beverage management in order to optimise the managerial and operational efficiency of foodservice operations. Topics include: Introduction to food and beverages, food and beverages menu, food production methods, recipe development, standardised recipe, food safety and hygiene and dining experience.

**Required Reading** Davis, B., Lockwood, A. and Stone, S., 2004, *Food and Beverage Management*, Harlow, Longman, London.

**Recommended Reading** Lillicrap, D., Cousins, J. and Smith, R., 2003, *Food and Beverage Service*, Hodder and Stoughton, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

### BHO1122 FOOD AND BEVERAGE MANAGEMENT II

**Campus** Footscray Park.

**Prerequisite(s)** BHO1110 Introduction to Hospitality.

**Content** To develop a comprehensive understanding of the principles and practices of restaurant management. Topics include: concepts of restaurant management; conceptualising quality in a restaurant setting; quality control; evaluating restaurant performance in terms of financial, market and operational criteria.

**Required Reading** Davis, B., Lockwood, A. and Stone, S., 1998, *Food and Beverage Management*, Butterworth Heinemann, Oxford.

**Recommended Reading** To be advised by lecturer.

**Class Contact** A two hour lecture and equivalent to a four hour practical during practice and a six hour practical during restaurant simulations each week for one semester or equivalent or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

### BHO1171 INTRODUCTION TO MARKETING

**Campus** City Flinders, City Queen, Footscray Park, St Albans, Werribee, Sunbury, AABC-Liaoning-China, CUHK-Hong Kong, Kasetsart-Bangkok, Sunway Kuala Lumpur -Malaysia, Sunway Johor Banru, Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an introduction to the marketing function of the organisation. Identifying and meeting the needs of clients and customer groups is critical to achieving organisational goals. This unit of study provides an overview of the theories and principles of marketing required for effective business practice. The focus is on how organisations identify the needs of their target markets, understand the buying behaviour of their target markets, and develop a marketing mix to satisfy the needs and wants of these markets. While the course has

a theoretical base, practical application of the concepts of marketing is an essential element.

**Required Reading** Pride, Elliot, Rundle-Thiele, Waller, Paladino, Ferrell, (2006) *Marketing – Core Concepts & Applications*, John Wiley & Sons, Milton: Queensland. Hughes, Pride and Ferrell (2006) *Study Guide, Marketing – Core Concepts & Applications*, John Wile & Sons, Milton: Queensland.

**Recommended Reading** Dann, S. and Dann, S. (2004), *Introduction to Marketing*. Wiley. Milton, Queensland. Hoffman, Czinkota, Dickson, Dunne, Griffin, Hutt, Krishnan, Lusch, Ronkainen, Rosenbloom, Sheth, Shimp, Siguaw, Simpson, Speh, Urbany. (2005), *Marketing Principles & Best Practices 3rd ed.*, Thomson South Western, Australia. Perreault, W.D., and McCarthy, E.J. (2000), *Essentials of Marketing. A Global-Managerial Approach*, Irwin McGraw-Hill, Boston. Questor, McGuigan, Perreault and McCarthy. (2007) *Marketing, Creating and Delivering Value*, McGraw Hill, Boston. Summers, J., Gardiner, M., Lamb, C.W., Hair, J.F., McDaniel, C. (2003), *Essentials of Marketing*, Thomson, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and test (may be online), 50%: case analysis and tutorial work, 10%; final examination, 40%.

### BHO1190 INTRODUCTION TO TOURISM

**Campus** Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study is an introduction to the tourism phenomenon, combining a theoretical approach to the concepts involved with a practical orientation to specific issues. It includes sections on the nature and concept of tourism, travel motivations, the historical development of tourism and the tourism system. An analytical framework is applied to the world's key generating and receiving regions incorporating planning, development and marketing issues. The unit of study includes the use of case studies, the interpretation of tourism statistics and the evaluation of public and private sector perspectives.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests and assignments, 50%; Final examination, 50%.

### BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY

**Campus** Footscray Park, Sunway-Malaysia, HKIT-Hong Kong, Pre-requisite(s) BHO1190 Introduction to Tourism

**Content** The aim of this unit is to provide students with practical knowledge of designing and delivering tourism products in the context of the operation of businesses within the travel and tourism sector including travel agents, tour operators and transport. It examines the evolving nature of tourism distribution and the development of products and experiences, with an emphasis on innovative design. Specific issues addressed include: the management of travel operations; the development of innovative travel products; packaging; regulatory requirements; technological options; electronic distribution and communication; and intersectoral relationships.

**Learning Outcomes** At the completion of this unit, students will be able to: 1. Research, design, package and market a tourism product. 2. Develop product material for distribution by traditional (i.e. brochure) and electronic (i.e. web-based) distribution channels. 3. Communicate the product to a range of interest groups. 4. Deal effectively with clients and business partners.

**Required Reading** Frost, W. (2004). *Travel and Tour Management*, Pearson Hospitality Press, Melbourne.

**Recommended Reading** DeSouto, M. (1993) *Group Travel Operations Manual*, Merton House, Illinois. Trade Publications: Traveltrade and Travelweek.

**Class Contact** 3 hours per week or equivalent.

**Assessment** Progressive Assessment Tutorial Multiple Choice Questions and Discussion (10%) • Based on selected readings and subsequent group discussion. Tourism Product Design Group Assignment (30%) • Design of an innovative and memorable tourism product and tour. • Development of supporting brochure and web-based material. Group Product Presentation (20%) 15 Minutes • Presentation of tourism product and tour. • Emphasis on selling the concept to relevant stakeholders. • Imaginative presentations will be rewarded Final Examination (40%) 2 hours duration.

## **BHO2252 SELLING AND SALES MANAGEMENT**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** Selling and Sales Management will introduce students to the principles of selling and selling theory, and the various activities involved in setting up a sales force. The responsibilities of the sales manager will also be covered. Topics include: personal selling; theories of selling; organisational buyer behaviour; communication in the sales process; preparation in the selling process; the sales presentation; handling objections; follow-up after the sale; sales force management; organizing the sales force; forecasting sales; controlling, supervising and evaluating the sales force; international sales management; ethical issues in selling.

**Required Reading** Stanton, W., Buskirk, R. Spiro, R., Balderstone, R. and Power, M., 1999, *Management of the Sales Force*, McGraw-Hill, Sydney.

**Recommended Reading** Callender, Guy and Kevin P. Reid, 1993, *Australian Sales Management*, Macmillan Education Australia, South Melbourne. Churchill, Gilbert A., Jr., Neil M. Ford and Orville C. Walker, Jr., 1997, *Sales Force Management*, Irwin, Boston. Jackson, R. and Hisrich, R., 1996, *Sales and Sales Management*, Prentice Hall, New Jersey. Manning, Gerald L. and Barry L. Reece, 1995, *Selling Today*, Prentice Hall, Englewood Cliffs, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Study, 20%; Report, 30%; Final examination, 50%.

## **BHO2253 BUSINESS TO BUSINESS MARKETING**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** The unit of study will cover the general principles of marketing and how they apply to business to business marketing, and introduce students to the particular theories and the body of knowledge that surrounds the marketing of goods and services in the industrial marketing sector. Topics include: The nature of industrial markets, and the major differences between organisational and non-organisational buying processes, and the differences between their particular marketing strategies; business buyer behaviour and an understanding of how to communicate effectively with business clients. The means commonly used to service and motivate business customers; the selection, segmentation and targeting of industrial markets, and the role of industrial marketing research in this process; the formulation of an effective marketing mix and sound marketing plan for business to business marketing; the fundamentals of managing a business to business sales force and effectively servicing major (or key) accounts; the distribution of business to business products; the pricing of business to business products.

**Required Reading** Hutt, M.D. and Speh, T.W., 1995, *Business Marketing Management: A Strategic View of Industrial and Organizational Markets*, 5th edn, The Dryden Press, Forth Worth, Texas. Vitale and Giglierano, *Business to Business Marketing: Analysis and Practice in a Dynamic Environment*, South-Western.

**Recommended Reading** O'Reilly, D. and Gibas, J.J., 1995, *Building Buyer Relationships: Successful Sales and Marketing in a Business to Business Environment*, Pitman Publishing, London. Bingham, F.G. and Raffield, B.T., 1995, *Business Marketing Management*, Irwin, Cincinnati, Ohio. Haas, R.W., 1992, *Business Marketing Management: An Organizational Approach*, 5th edn, PWS Kent, Boston.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Business Report, 30%; Work Sheets, 30%; Final Examination, 40%.

## **BHO2255 TOURISM ENTERPRISE MANAGEMENT**

**Campus** Footscray Park.

**Prerequisite(s)** BHO1190 Introduction to Tourism.

**Content** This unit of study aims to identify short and long term operational issues confronting tourism enterprises. To identify and apply effective business management techniques to tourism enterprises. The unit of study also examines the management of tourism enterprises that are destination-based, with particular emphasis on the attractions and accommodation sectors. The unit of study evaluates the application of resources to the tourism operation including human resources, finance, marketing and technology. A variety of techniques are evaluated which can help to address both short and long-term management problems.

**Required Reading** Swarbrooke, J., 1999, *The Development and Management of Visitor Attractions*, Butterworth-Heinemann, Oxford.

**Recommended Reading** Baum, T. and Mudambi, R., 1999, *Economic and Management Methods for Tourism and Hospitality Research*, John Wiley and Sons, Brisbane. Drummond, S. and Yeoman, I., 2001, *Quality Issues in Heritage Visitor Attractions*, Cassell, London. Yeoman, I., 1999, *Heritage Visitor Attractions: An Operations Management Perspective*, Cassell, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** In-semester assessment, 60%; Examination, 40%.

## **BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING**

**Campus** Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** The unit of study aims to apply the principles of marketing to tourism and hospitality products and services. To examine the relationship between the motivations and behaviour of tourism and hospitality consumers and the distribution and delivery of tourism and hospitality products and services. The purchase-decision as applied to tourism and hospitality products and services. Factors influencing the decision-making process. The role of information and communications technology in tourism and hospitality marketing. Electronic communication and distribution strategies.

**Learning Outcomes** Moderately complex problem solving for marketing tourism, hospitality and event products and services from a range of strategies with an ability to apply and evaluate, with guidance, strategies relating to issues of social and cultural diversity; using and synthesising a moderately complex range of relevant information from a critical perspective and communicating this material orally with peers in a formal and informal settings and in a range of marketing related written genres; ability to work autonomously and collaboratively with minimal guidance as a marketing professional.

**Required Reading** Kotler, P., Bowen, J. and Makens, J., 2006, *Marketing for Hospitality and Tourism*, Prentice-Hall, New Jersey. Harris, R., Jago, L. and King, B., 2005, *Case Studies in Tourism and Hospitality Marketing*, Pearson Hospitality Press, Australia.

**Recommended Reading** Fyall, A. and Garrod, B., 2005, *Tourism Marketing: A Collaborative Approach*, Channel View Publications, Clevedon.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Subject equal to 15 credit points.

**Assessment** Progressive Assessment, 60%; Examination, 40%. <BR

## **BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS**

**Campus** Footscray Park, HKIT-Hong Kong, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This unit of study aims to develop an understanding of the terminology and practice of marketing communications in general and advertising in particular. The unit will provide students with an appreciation of organisational procedures used to build and maintain both brand and corporate image. Specifically, the unit adopts an applied planning approach to the elements of the integrated marketing communications mix. The unit will critically evaluate the role of both traditional and new media within a unified market-focussed communications plan. In addition, message and media strategy are examined within the context of integrated marketing communications. Promotional planning and strategy development; segmentation, targeting and profiling; developing communications objectives;

identifying advertising and promotional opportunities, especially in new media; understanding and using media metrics; establishing promotional budgets; recognising a range of implementation issues in promotional planning; preparing advertising and promotional copy and layouts; writing media releases and measuring the effectiveness of integrated marketing communications activities.

**Required Reading** William Chitty, Nigel Barker and Terence A. Shimp, Integrated Marketing Communications, 1st Pacific-Rim edn, Nelson-Thomson, Australia, 2005

**Recommended Reading** Belch, G and Belch, M. 2007, Advertising and Promotion: An Integrated Marketing Communications Perspective, McGraw-Hill Irwin, N.Y. O'Guinn, T.C., Allen C.T. and Semenik, R.J. 2005, Advertising and Integrated Brand Promotion, 4th edn, Thompson-South Western. Rossiter, J.R. and Bellman, S. 2005, Marketing Communications: Theory and Practice, Pearson Education Australia. Shimp, T.A. 2007 Advertising, Promotion and Other Aspects of Marketing Communications, 7th edn, Thompson-South-Western.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as one two-hour lecture and one one-hour tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Assessment** Final examination (50%) and in-semester Assessment (50%). Students are expected to satisfactorily complete each component of the Assessment to gain a pass in the unit of study.

## BHO2258 PRODUCT AND BRAND MANAGEMENT

**Campus** Footscray Park, HKIT-Hong Kong, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This unit of study will enable students to understand the role of the product and brand manager, both in the strategic and operations management roles. It will cover the principles and concepts of product and brand management and relate these to operational decision-making and strategy formulation. The unit will introduce students to the strategic brand management process, and the process of building customer based brand equity. Topics include: product strategies; identifying and developing product-markets; undertaking product and industry level analysis; competition, competitive strategies and competitive advantage; the issues involved in the development and management of new products, including proactive versus reactive approaches to product development, market entry considerations, product positioning, pricing methods and strategies; the relationship of product decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product management.

**Required Reading** Lehman, D.R. and Winer, R.S. (2005) Product Management, 4th ed., McGraw-Hill Irwin.

**Recommended Reading** Cravens, D.W., Merrilees, B. and Walker R.H., 2000, Strategic Marketing Management for the Pacific Region, Irwin/McGraw-Hill, Australia. Anderson, C.H. and Vincze, J.W., 2000, Strategic Marketing Management – Meeting the Global Marketing Challenge., 2nd ed., Houghton Mifflin Company, Boston. Keller, K.L. (2003) Strategic Brand Management – Building, Measuring and Managing Brand Equity, 2nd ed., Prentice Hall, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One 2-hour final examination (40%) and in-semester Assessment (60%). In semester Assessment may involve case analysis, group work and class presentations.

## BHO2282 ACCOMMODATION MANAGEMENT

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** Nil.

**Content** An overview of the accommodation industry; the planning, management and operational requirements of accommodation complexes; the hotel front office guest cycle (from check in to check out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the industry award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SWOT analysis; environmental analysis; strategic choice, implementing strategy; planning in turbulence.

**Required Reading** American Hotel and Motel Association Carriers and Innkeepers Act 1958 Vallen, J.J., 1990, Check-in Check-out, 4th edn, WCB, Dubuque, Iowa.

**Recommended Reading** An extensive reading list is handed to students at the beginning of the semester.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 20%; Examination, 50%; Semester Test, 10%; Computer Exercise, 20%.

## BHO2285 MARKETING RESEARCH

**Campus** Footscray Park, Sunbury, Sunway-Malaysia.

**Prerequisite(s)** BEO1106 Business Statistics, BHO1171 Introduction to Marketing.

**Content** The unit of study aims to familiarise students with the applications for market research and its importance in making sound business and marketing decisions; and to complete successfully an applied research project. Topics include: introduction; the role of marketing research; research management and design; data acquisition and processing; design of surveys; marketing research and the behavioural sciences; introduction to multivariate techniques; applications of marketing research.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Examination, 50%.

## BHO2286 NATURE BASED TOURISM

**Campus** Footscray Park.

**Prerequisite(s)** BHO1190 Introduction to Tourism.

**Content** This unit of study aims to introduce students to the concept of nature-based tourism and its specific sub-categories of adventure tourism and eco-tourism. To provide students with an understanding of the operations and visitor management issues for nature-based activities in natural environments. Topics include: motivations for nature-based tourism; the markets for adventure tourism and eco-tourism; operations issues including accreditation, and the management of visitors in natural areas.

**Required Reading** Swarbrooke, J., Beard, C., Leckie, S. and Pomfret, G., 2001, Adventure Tourism: The New Frontier, Butterworth-Heinemann, Oxford. Wearing, S. and Neil, J., 1999, Ecotourism: Impacts, Potentials and Possibilities, Butterworth-Heinemann, Oxford.

**Recommended Reading** Fennell, D., 1999, Ecotourism: An Introduction, Routledge, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, fieldtrip, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%. Note: Only hand-held non-programmable calculators may be used in examinations.

## BHO2300 REGIONAL TOURISM MANAGEMENT 1

**Campus** Footscray Park.

**Prerequisite(s)** BHO1190 Introduction to Tourism.

**Content** This unit of study introduces students to the role of regional tourism in the overall tourism industry. Topics addressed include local government policy, the impact on tourism of council amalgamations, regional tourism organisations, staffing issues at local and regional level, visitor information centres, fostering community support, and inter-regional co-operation.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests and Assignments, 50%; Final examination, 50%.

## BHO2405 MUSIC MARKETING

**Campus** Footscray Park.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This unit of study provides students with the knowledge related to the special marketing and promotional techniques of the industry, to develop technical skills in marketing musical products and

to understand the processes by which the music product moves from the manufacturer to the consumer. At the completion of the unit of study students should be able to explain the processes involved in wholesale, retail and distribution of music products, to describe the role of media in the marketing and promotion of music products and to compare different approaches to marketing in international territories.

**Recommended Reading** Holloway, R. and Williams, P., 2003, *Making Music: A Continuous Case Study of Marketing in the Music Industry*, Pearson Education, Australia. Compilation booklet of Readings and Cases to be purchased from the university bookshop.

**Recommended Reading** Lathrop, T. and Pettigrew, J., 1999, *This Business of Music Marketing and Promotion*, Billboards Books, New York. Letts, R., Allen and Unwin/Australia Council, *The Art of Self-Promotion: Successful Promotion by Musicians*, 1996, Sydney. Kemp, C., 2000, *Music Industry: Management and Promotion*, 2nd edn, Elm Publications, Huntingdon. Masterson, A. and Gillard, S., 1998, *Rocking in the Real World*, Ausmusic, Melbourne. Simpson, S., 2002, *Music Business: A Musician's Guide to the Australian Music Industry*, Omnibus Press, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 40%; Case Studies, 30%; Assignments, 30%.

### **BHO2407 MARKETING ON THE INTERNET**

**Campus** Footscray Park, Werribee, HKIT-Hong Kong.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This unit of study aims to give students an understanding of how marketing practices can be applied either in isolation using the web or as part of an integrated communication package incorporating the web. It looks in particular at the major marketing strengths of the internet over traditional methods. The unit of study examines 2 cases in particular, which exemplify highly efficient uses of the web as a selling, advertising, public relations and distribution tool. Topics include: a brief introduction, building a customer relationship, an examination of the 4 P's of marketing, branding and basic web design. Note: this unit of study does not provide technical training for designing web sites. A technical understanding is not required to study this unit of study and apply that knowledge to a business setting.

**Required Reading** Fisher, R.J., Jaworski, B.J., Mohammed, R.A., and Paddison, G.J., 2002, *Building Advantage in a Networked Economy*, 2nd edn, McGraw-Hill Publishers.

**Recommended Reading** El-Ansary, R., Frost, R. and Strauss, J., 2003, *E-Marketing*, Pearson-Prentice Hall. Reedy, J. and Schullo, S., 2004, *Electronic Marketing, Integrating Electronic Resources into the Marketing Process*, 2nd edn, Thompson-South Western. Kleindl, B.A., 2003, *Electronic Marketing, Managing E-Business*, Thompson-South Western.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major report, 30%; Check sheets, 30%; Exam, 30%.

### **BHO2432 INTRODUCTION TO EVENTS**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** Nil.

**Content** Topics will include the philosophy of events festivals and spectacles; the socio-cultural and political dimensions of events, sporting, business and leisure event concepts, components of the event industry, event infrastructure, organisational structure of the event industry and event administrative processes.

**Learning Outcomes** Students will gain a broad understanding of event environment as well as management and administrative processes.

**Required Reading** To be advised by Lecturer.

**Recommended Reading** Goldblatt, J. J., 1990, *Special Events: The Art and Science of Celebration*, Van Nostrand Reinhold, New York. Getz, D., 1997, *Event Management and Event Tourism*, Cognizant Communication Corporation, New York. Goldblatt, J. J., 1997, *Special Events: Best Practices in Modern Event Management*, 2nd edition, New York. Dubey, R.E., et al., 1982, *A Practical Guide for Dynamic Conferences*, University Press of America, Lanham, Md. McDonnell, I., Allen, J., O'Toole, W. and Harris, R., 2002, *Festival and Special Event Management*, Second Edition, John Wiley and Sons, Brisbane.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops

or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Examination, 40%.

### **BHO2434 CONSUMER BEHAVIOUR**

**Campus** Footscray Park, Werribee, Sunbury, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** The aim of the unit of study is to provide a detailed study, for both consumer and organisational buying behaviour, of purchasing, processes and the factors which influence them. Topics include: characteristics of individuals, groups and organisations and their influence on purchasing behaviour; consumer behaviour; organisational buying behaviour.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and case study, 40%; Final examination and test, 60%.

### **BHO3174 INTRODUCTION TO PSYCHOLOGY**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The history and science of psychology, experimental methods; basic psychological concepts, the measurement of individual differences, sensation and perception, consciousness, conditioning and learning, memory and thinking, introduction to motivation, stress and health, psychology; intelligence; personality, measurement and theory; psychological disorders and treatment; social psychology.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Burdess, N., 1991, *The Handbook of Student Skills for the Social Sciences and Humanities*, Prentice Hall, NJ.

Kagan, E. and Havemann, E., 1980, *Psychology: An Introduction*, 4th edn, Harcourt Brace, Jovanovich, NY. Krech, D., Crutchfield, R. and Livson, N., 1982, *Elements of Psychology*, Knopf, New York.

McConnell, J.V., 1983, *Understanding Human Behaviour*, 4th edn, Holt Rinehart and Winston, NY. Morris, C.G., 1982, *Psychology: An Introduction*, 4th edn, Prentice Hall, Englewood Cliffs N.J.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial Presentation and report, 25%; Major Assignment, 25%; Tests x 2, 50%.

### **BHO3254 ADVANCED MARKETING RESEARCH**

**Campus** Footscray Park, Werribee, Sunbury, Sunway-Malaysia.

**Prerequisite(s)** BEO2254 Statistics for Business and Marketing,

BHO1171 Introduction to Marketing BHO2285 Marketing Research.

**Content** The unit of study is principally of an applied nature and is data and technology driven. It will focus on the use of quantitative and qualitative data in the marketing research setting relating to marketing decision making. It will build upon the underlying concepts and the techniques of gathering and analysing data for effective marketing decisions and communication of results covered in Marketing Research and will introduce more advanced methodology, concepts and technology. This unit is designed to equip students with the techniques and skills to access and analyse information relevant to the marketing research activities of both private and public enterprises.

**Required Reading** Aaker, D.A., Kumar, V., Day, G.S. and Lawley, M., 2005, *Marketing Research: the Pacific rim edition*, John Wiley and Sons Ltd, Milton, Qld. Coakes, 2005, *SPSS version 12 for windows: Analysis without Anguish*, John Wiley and Sons Ltd, Milton, Qld.

**Recommended Reading** Malhotra, N., Hall, J., Shaw, M. and Oppenheim, P., 2005, *Marketing Research: An Applied Orientation*, 3rd edition, Prentice Hall, Sydney. Tabachnik, B. and Fidell, L., 2005, *Multivariate Statistics*, 5th edition, Allyn and Bacon, Boston.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project, 50%; Final examination, 50%.

## **BHO3300 REGIONAL TOURISM MANAGEMENT 2**

**Campus** Footscray Park.

**Prerequisite(s)** BHO1190 Introduction to Tourism BHO2300 Regional Tourism Management 1.

**Content** This unit of study aims to build upon the framework developed in the first Regional Management unit of study. There is a strong focus on the development and marketing of regional tourism product with particular emphases on cultural, environmental and special interest tourism. An analytical framework is used to assess both the impacts of regional tourism and success of the various regions. The unit of study involves the use of case studies to help reinforce the theory.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests and assignments, 50%; Final examination, 50%.

## **BHO3306 CASINO AND GAMING MANAGEMENT**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study reviews the planning, management and operational requirements of Casino and Gaming Facilities. The aims of the unit of study are: to develop the student's analytical and problem solving skills in the management of Gaming operations; and to evaluate the development of Casino and Gaming Complexes in Urban and Regional Development.

**Required Reading** International Gaming Institute, 1996, The Gaming Industry: Introduction and Perspectives, Wiley, New York. Marshall, L.H. and Rudd, D.P., 1996, Introduction to Casino and Gaming Operations, Prentice-Hall, New Jersey.

**Recommended Reading** An extensive reading list is handed to the students at the beginning of the semester

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project, 30%; Case Studies, 20%; Examination, 50%.

## **BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study develops the students' knowledge of Australian and international beverages and their application in a commercial environment. Among the topics covered are: Australia's commercial position as a wine producer in relation to other countries. Principles of sensory evaluation and their application to a diverse range of wine styles. The changes that may occur in wines during ageing and/or production. The variances and international influences on the different wine varieties. Varietal profiles and regional characteristics of Australian wine styles. The principles of production techniques for other alcoholic beverages. The characteristics of Champagnes, cocktails, and beers. The application of wine styles to wine and food combining concepts.

**Required Reading** To be advised by the lecturer

**Recommended Reading** Austin, N., 1995, Wine Australia Yearbook, The Australian Wine Foundation Inc., Port Melbourne. Clarke, Oz, 1995, Wine Atlas, Little, Brown and Company, Boston, NY. Halliday, James, 1992, An Introduction to Australian Wine, Angus and Robertson, Sydney. Halliday, James, 1991, Wine Atlas of Australia and New Zealand, Angus and Robertson, Sydney. Halliday, James and Johnson, Hugh, 1992, The Art and Science of Wine, Mitchell Beazley International, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 40%; Final Examination, 60%.

## **BHO3311 YIELD MANAGEMENT**

**Campus** Footscray Park

**Pre-requisite(s)** BA01101 Accounting for Decision Making; BC01102 Information Systems for Business; BE01106 Business Statistics

**Content** This unit of study introduces students to "Yield Management" which is a demand based pricing system employed in the hospitality

and tourism industry. The use of Yield Management is seen as a critical change in the setting of price in the hospitality and tourism industry and, coupled with information technology, especially the internet, is having long term strategic impacts on the industry. This unit also explores the role and function of the "revenue manager" the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry.

**Learning Outcomes** At the end of this unit the student should have developed an understanding on the role and application of Yield Management in hospitality and tourism. The student should be able to identify and explain the strategic factors wherein Yield Management can be applied. The student should also be able to identify and explain the tactical circumstances for the application of Yield Management. the student should also be able to undertake the elementary analytical procedures needed to apply Yield Management in the hospitality and tourism industry.

**Required Reading** Ingold, A., McMahon-Beattie, U. & Yeoman, A. 2000. Yield Management. Continuum, London.

**Recommended Reading** The Spread of Yield Management Practices [electronic resource] : The Need for Systematic Approaches / by Fabiola Sforzera Publisher Heidelberg : Physica-Verlag Heidelberg, 2006 Yield management : strategies for the service industries / edited by Ian Yeoman and Anthony Ingold Publisher London ; Herndon, VA : Cassell, 1997.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.

**Assessment** Progressive Assessment 60% Final examination 40%.

## **BHO3373 INTERNATIONAL MARKETING**

**Campus** City Flinders, City Queen, Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** Marketing in an international environment; international marketing research/intelligence; market segmentation on a global scale; consumer behaviour in different countries/cultures; international product/service policy; international distribution; international promotion/advertising; pricing in international markets; marketing planning on an international scale; organisation and control of international marketing; importing and exporting.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Czinkota, M.R. and Ronkainen, I.A., 2004, International Marketing, 7th edn, Thomas-South Western, Orlando, Florida. Muhlbacher, H., Dahringer, L. and Leihls, H., 1999, International Marketing, 2nd edition, International Thomson Business Press, London. Terpstra, V. and Sarathy, R., 2000, International Marketing, 8th edn, The Dryden Press, Fort Worth. Cateora, P. and Graham, J., 2005, International Marketing, 12th edn, McGraw-Hill Higher Education, NY. Jain, S.C., 2001, International Marketing Management, 6th edn, South-Western Publishing College, Cincinnati, Ohio. Kotabe, M., et al, 2005, International Marketing: An Asia Pacific Focus, John Wiley and Sons Australia, Qld. Fletcher, R. and Brown, L., 2002, International Marketing: An Asia Pacific Perspective, 2nd edition, Pearson Education Australia, Frenchs Forest. Gillespie, K., Jeannet, J.P. and Hennessey, H., 2004, Global Marketing: An Interactive Approach, Houghton Mifflin Company, Boston. Usunier, J.C., 2005, Marketing Across Cultures, 4th edition, Pearson Education, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Mid-Semester Test, 10%; Major project, 30%; Class participation, 10%; Formal Examination, 50%.

## **BHO3405 ELECTRONIC RETAILING**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BEO1103 Microeconomic Principles, BEO1104 Macroeconomic Principles.

**Content** The unit of study consists of foundation level studies where particular aspects of electronic retailing are considered and application level studies where results of empirical studies of electronic retailing are discussed and analysed. The contents include: power shift from retailers to consumers; interactive shopping, on-line shopping, television shopping, virtual shopping; electronic connection between retailers and consumers; impact of Internet on consumer behaviour, competition and communication; forces driving changes in consumer shopping behaviour from the supply and demand angles; impact of electronic retailing on consumer shopping behaviour; implications for physical retailers and their strategic response to electronic retailing

competition in terms of site architecture, contiguity, merchandise range, pricing, payment methods and promotion research; web strategies for electronic retailers including limitations of electronic retailing; differences and similarities of electronic retailing for consumers and business; future of electronic retailing.

**Required Reading** Krishnamurthy, S., 2003, E-Commerce Management. Text and Cases, Thomson South-Western, Ohio.

**Recommended Reading** Dennis, C., Fenech, T. & Merilees, B., 2004, e-Retailing, Routledge (UK) Ltd. Turban Efraim, Lee Jae, King David, and Chung H. Michael, 2004, Electronic Commerce-A Managerial Perspective, Prentice Hall. Kalakota R. & Robinson M., 2004, E-Business2, Addison Wesley, Reading Mass. Forrest Ed., 2002, Internet marketing intelligence research tools, techniques and resources, McGraw Hill Australia, Sydney, Australia. Dahl, A. and Lesnick, L. and Morgan, Internet Commerce; L.Cataudella, J. and Greely, D. and Sawyer, Creating Stores on the Web; B. Maddox, K. and Blankenhorn, D., Web Commerce: Building a Digital Business, Wiley/UpSide Series.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (approx. 2500 words), 25%; Presentation (approx.2500 words), 25%; Examination, 50%.

### **BHO3432 SERVICES MARKETING**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BHO1171 Introduction to Marketing.

**Content** This is an advanced unit in marketing which examines the special requirements for successfully marketing services. The various activities in the services marketing mix are examined with particular reference to product development, pricing, promotion, place decisions, process design, people, performance and physical evidence. In addition, the role and importance of the service sector to the Australian economy is examined.

**Required Reading** Lovelock, C.H., Patterson, P.G. and Walker, R.H., 2004, Services Marketing: An Asia-Pacific Perspective, 3rd edn, Prentice-Hall, Sydney.

**Recommended Reading** Extensive reading lists are provided throughout the semester

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 60%; Final examination, 40%.

### **BHO3433 FOOD AND BEVERAGE MANAGEMENT III**

**Campus** Footscray Park.

**Prerequisite(s)** BHO1121 Food and Beverage Management I, BHO1122 Food and Beverage Management II.

**Content** This unit of study aims to develop in students an understanding of key principles of a food and beverage cost management strategy; enable students to critically evaluate both well-established and recent theories in catering supply and demand and to develop an understanding of the market in which catering operations exist; develop students capacity to undertake management or large-scale, multi-site and multi-unit catering projects. Topics include: competitive challenges of the restaurant and catering industry; systems theory and restaurant and catering systems including food safety systems; types of costs in restaurant and catering operations. Factors influencing restaurant and catering costs. Costs and menu engineering; Unique cost management problems of large-scale multi-site catering businesses. Contemporary issues in catering cost management. Industry case studies.

**Required Reading** Morrison, P., Ruys, H. and Morrison, B., 1998, Cost Management for Profitable Food and Beverage Operations, 2nd edn, Hospitality Press, Melbourne.

**Recommended Reading** Keiser, J., DeMicco, F., Grimes, R., 2000, Contemporary Management Theory: controlling and analysing costs in foodservice, 4th edn, Prentice Hall, Upper Saddle River, NJ.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** In-semester assessment, 30%; Group Project, 30%; Final examination, 40%.

### **BHO3435 MARKETING PLANNING AND STRATEGY**

**Campus** Footscray Park, Werribee, Sunbury, Sunway-Malaysia.

**Prerequisite(s)** BHO1171 Introduction to Marketing plus at least one 2nd and one 3rd year marketing unit of study.

**Content** This unit of study adopts a strategic approach to marketing. The tools, techniques and analyses performed in the preparation of a marketing strategy plan will be covered in detail. In addition, the unit of study will evaluate a number of theories developed to assist with strategy formulation. Topics covered include: trends in marketing strategy, portfolio analysis, competitor audits, customer audits, situation analysis, selecting strategic alternatives, the business vision and mission, implementation and control processes. The culmination of this unit of study may involve the preparation of a marketing plan.

**Required Reading** To be advised by lecturer

**Recommended Reading** Aaker, David, 1995, Strategic Market Management, 2nd edn, Wiley. Dibb, S., Simkin, L. and Bradley, J., 1996, The Marketing Planning Workbook.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 40%; Individual essay, 20%; Group project, 40%.

### **BHO3438 TOURISM IN THE ASIA-PACIFIC REGION**

**Campus** Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** BHO1190 Introduction to Tourism.

**Content** This unit of study aims to develop an understanding of the role, significance and impacts of tourism in the Asia-Pacific region. To provide students with knowledge of the institutional framework for tourism in the region; and analyse the implications for the development of tourism in the Asia-Pacific. The unit of study examines the concept of regionalisation and how this influences tourism structures and relationships in the Asia-Pacific region. Issues addressed include the economic, social, cultural, political and environment dimensions of tourism in the region, transport and infrastructure development, and the need for a co-operative approach to tourism development.

**Required Reading** Pookong, K. and King, B. (eds), 1999, Asia-Pacific Tourism: Regional Co-operation, Planning and Development, Hospitality Press, Melbourne.

**Recommended Reading** Hall, C.M., 1998, Tourism in the Pacific Rim, Longman, South Melbourne. Hall, C.M. and Page, S. (eds), 2000, Tourism in South and South East Asia: Issues and Cases, Butterworth-Heinemann, Oxford.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment 60%; Final examination, 40%.

### **BHO3473 HUMAN RELATIONS**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** Tuning in to one's experience; communication skills; forming relationships; assertion and personal rights; influence and persuasion; dealing with emotions; personal presentation skills.

**Required Reading** Johnson, D.W., 2001, Reaching Out, 9th edn, Allyn and Bacon, Boston. De Vito, J., 1991, Human Communication: The Basic Course, 5th edn, Harper and Row, New York. Nelson-Jones, R., 1991, Human Relationship Skills, 2nd edn, Holt Rinehart and Winston, Sydney.

**Recommended Reading** Weiten, W. and Lloyd, M., 1994, Psychology Applied to Modern Life, 4th edn, Brooks/Cole, Pacific Grove. Adler, R.B., Rosenfeld, L.B. and Towne, M., 1995, Interplay: The Process of Interpersonal Communication, Harcourt Brace, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, tests and reflective journals, 100%.

### **BHO3494 MEETINGS, CONVENTIONS AND EVENTS**

**Campus** Footscray Park, Sunbury, HKIT.

**Prerequisite(s)** Nil.

**Content** The subject is designed to introduce students to the bidding, planning, marketing and operational management of events as well as the underlying principles required to (i) establish an organisational



structure, (ii) plan and stage an event and (iii) conduct a comprehensive event evaluation. On completion of this unit of study students should be able to demonstrate an understanding of the operations and management of an event, the role and interests of different stakeholders, understand the importance of event evaluation and design quantitative and qualitative evaluations of an event.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive Assessment 100%. The Assessment includes individual and group assignments, tests, oral presentation and EventsPro workshop assessment.

### BHO3497 FIELD RESEARCH PROJECT

**Campus** Footscray Park.

**Prerequisite(s)** BHO1190 Introduction to Tourism.

**Content** This unit of study enables students to observe tourism in action in the field. The unit of study is offered as a Summer School elective after the completion of the semester 2 examination period. Previous destinations have included Queensland, Vanuatu, Bali, Western Samoa, Vietnam and Fiji. Prior to travel students receive a briefing on the problem to be investigated. The trip involves a series of site visits and presentations from relevant tourism-related personnel. Students complete a diary during the course of the trip and write this up as an assignment on their return.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project assignment, 100%. Please note an additional charge applies for this unit of study.

### BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM

**Campus** Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.

**Prerequisite(s)** BHO1190 Introduction to Tourism; BHO2255 Tourism Enterprise Management (or equivalent); or BHO3499 Managing Sustainable Destinations.

**Content** This unit is an advanced unit that provides an overview of current and future trends and issues relating to international tourism. The approach could have a sectoral and/or a thematic focus. Topics will change over time, reflecting their relative importance to international tourism, though there will be some emphasis on responsible tourism issues (e.g. climate change, poverty alleviation, corporate social responsibility). Comparisons will be made between Australian and international experience. The unit aims to develop students' ability to critically evaluate data and information from a wide range of secondary sources relating to specific trends and issues relevant to international tourism, and to interpret the implications that these issues and trends have for the tourism industry in the future.

**Learning Outcomes** At the completion of this unit, students will be able to: • demonstrate a greater understanding of the current trends and issues affecting international tourism; • access a wide range of secondary data and information sources relating to international tourism trends; • demonstrate high level research and evaluative skills through an in-depth investigation of one or more current trends or issues in international tourism; • identify and analyse a contemporary international tourism issue and compare and contrast the dimensions of that issue in at least two international countries.

**Required Reading** Given the contemporary nature of this unit, there is no set text. Key academic and industry references will be provided for each topic.

**Recommended Reading** Buhalis, D. and Costa, C. (eds.) (2006). Tourism Business Frontiers: Consumers, Products and Industry, Elsevier Butterworth-Heinemann, Oxford. Buhalis, D. and Costa, C. (eds.) (2006). Tourism Management Dynamics: Trends, Management and Tools, Elsevier Butterworth-Heinemann, Oxford. Theobald, W. (ed.). (2005). Global Tourism, 3rd ed., Butterworth Heinemann, Oxford.

**Class Contact** 3 hours per week or equivalent.

**Assessment** Progressive Assessment: Class Participation (10%): • Based on group discussion of selected readings and lecture material. In Class Tests (2 x 20%): • Based on readings covered in readings and lectures. Group Presentation and Workshop (20%) 30 Minutes: • An

analysis of key trends and issues internationally for a designated topic, drawn from academic and industry sources. • A workshop where the presenters generate a class discussion on one or more of the trends and issues for their designated topic area. Group Research Proposal and Research Report (30%) 3500 to 4000 words: • An in-depth analysis of a current trend or tourism issue internationally based on secondary data sources. • A comparison of academic and industry/government viewpoints. • A comparative analysis of the issue internationally, covering at least two countries.

### BHO3499 MANAGING SUSTAINABLE DESTINATIONS

**Campus** Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.

**Pre-requisite(s)** BHO1190 Introduction to Tourism

**Content** This unit examines the meaning and practice of tourism planning and sustainable destination management and its relationship to economic, physical and human environments in the context of destination competitiveness. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes. The aims of the unit are to: • illustrate the complex nature of the tourism planning process and the role played by the public and private sectors in this process. • demonstrate the need to integrate various planning and management approaches in the development of tourism destinations familiarise students with the principles of sustainable tourism planning and management and how these principles relate to the economic, physical and human environments. • acquaint students with the different forms and settings that sustainable tourism planning and management takes.

**Learning Outcomes** At the completion of this unit, students will be able to: • identify the key stakeholders in the planning, development and management of sustainable destinations. • understand the conceptual model of destination competitiveness and the concepts of sustainable tourism planning and management as applied to different destination scales. • demonstrate knowledge of how to manage the economic, socio-cultural and environmental impacts of tourism to achieve sustainable outcomes. • understand the common features of, and contrasts between, tourism planning and sustainable destination management in different settings.

**Required Reading** Ritchie, J.R. Brent and Crouch, G.I. (2003). The Competitive Destination: A Sustainable Tourism Perspective. CABI Publishing, Wallingford.

**Recommended Reading** Gunn, C. and Var, T. (2002). Tourism Planning: Basics, Concepts, Cases. (4th Ed.). Routledge, New York. Harris, R., Griffin, T. and Williams, P. (2002). Sustainable Tourism A Global Perspective. Butterworth-Heinemann, Oxford. Murphy, P.E. and Murphy, P.E. (2004). Strategic Management for Tourism Communities: Bridging the Gaps Channel View Publications, Clevedon.

**Class Contact** 3 hours per week or equivalent.

**Assessment** Progressive Assessment Tutorial Multiple Choice Questions and Test (2 x 10%): • Demonstration of an understanding of key concepts based on selective readings. Individual Written Assignment (20%) 2000 words: • A report which critically examines the practice of planning, developing and managing a specific destination in the context of sustainability. Group Assignment (20%): • A podcast production of a tourism experience at a specific destination that either demonstrates good or poor practice in the sustainable management of that destination. (maximum 10 minutes). • An accompanying one page information sheet providing an overview of the destination, the tourism experience and a critique of how it is managed in the context of sustainable practice. Final Examination (40%) 2 hours duration.

### BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT

**Campus** Footscray Park, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or tourism industry project. Execution of the project which includes; undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.



**Required Reading** Robson, C., 1993, Real World Research, Blackwell, London.

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 50%; Final project report, 50%.

### **BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT**

**Campus** Footscray Park.

**Prerequisite(s)** BHO2282 Accommodation Management.

**Content** To introduce students to the process of planning developing and evaluating hospitality facilities via systematic market demand analysis and feasibility study. Topics include: The development process, conceptualisation, planning and initiation, market demand analysis and feasibility studies. The management and operational phase, performance evaluation, decision making strategy development and implementation.

**Required Reading** Baker, K., 2000, Project Evaluation and feasibility Analysis for Hospitality Operations, Hospitality Press, Melbourne.

**Recommended Reading** Doswell, R. and Gamble, P. R., 1999, Marketing and Planning Hotels and Tourism Projects, Hutchinson, London. Walter A. Rutes, Richard H. Penner, Lawrence Adams, 2001, Hotel Design Planning and Development, Architectural press, England.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive Assessment, 80%; Final Examination, 20%.

### **BHO3504 CULTURE AND IDENTITY**

**Campus** Footscray Park

**Prerequisite(s)** Nil.

**Content** The aim of this unit is to introduce students to the social complexity of the hospitality and tourism industries. The student will address the complexities of the service environment as experienced by hospitality and tourism workers. In particular, the unit will focus on the complexities of a truly international industry wherein staff deal with colleagues and customers from different cultural backgrounds.

**Learning Outcomes** Upon completion of this unit, the student should be able to demonstrate an appreciation for; the challenges of working in a multi-cultural environment; the universals of social behaviour; culture and ethics; cross cultural interaction and communications as they are experienced in the hospitality and tourism industry.

**Required Reading** Helen Fitzgerald, H. 1998. Cross-Cultural Communication for the Tourism and Hospitality Industry. Hospitality Press ISBN 1862504725.

**Recommended Reading** A selection of readings based on current research will be made available to students.

**Class Contact** 3 hours per week 2 hour lecture 1 hour tutorial.

**Assessment** Progressive Assessment 60% Final Assessment 40%.

### **BHO3505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM**

**Campus** Footscray Park

**Prerequisite(s)** Nil.

**Content** This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.

**Learning Outcomes** At the end of this unit, students will have an understanding of the product innovation and development process for hospitality and tourism products and services. Students should understand the factors that drive product and service innovation in hospitality and tourism. Students should appreciate the risks associated with product development and demonstrate a capacity to evaluate potential risks and rewards of product and service innovation.

**Required Reading** Crawford, C.M. and Di Benedetto, C.A., 2006, New Products Management, 8th edn, Mc-Graw Hill, Boston. Book of Readings (relating concepts to Hospitality and Tourism).

**Recommended Reading** A set of additional readings will be placed in Open Reserve in the library.

**Class Contact** Equivalent to thirty-six hours per semester normally delivered as two hours of lecture and one hour of tutorial.

**Assessment** Progressive Assessment 60% final Assessment 40%.

### **BHO3506 THE INTERNATIONAL PROFESSIONAL**

**Campus** Footscray Park

**Prerequisite(s)** BBB3001 Co-operative Education 1; BBB3002 Co-operative Education 2; BHO3473 Human Relations

**Content** Drawing upon the students experience in co-operative education, this unit of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It further provides students with a theoretical and experiential introduction to mentoring via a University sponsored student mentoring program.

**Learning Outcomes** Upon completion of this subject students will have demonstrable skills in self and other management, mentoring and leadership as they are applied in the hospitality industry. In particular, students will be able to demonstrate high level skills in personal awareness, reflection and self management in order to maximise their career potential.

**Required Reading** Lussier, R., 2002, Human relations in organizations: Applications and skill-building (5th edn), McGraw-Hill, Boston. Book of Readings (Relating concepts to the Hospitality Industry).

**Recommended Reading** London, M., 2002, Leadership development: Paths to self-insight and professional growth, Lawrence Erlbaum Associates, New Jersey, USA. Reece, B.L. and Brandt, R., 1998, Effective human relations in organizations (7th edn), Houghton Mifflin, Boston. Vartiainen, M., Avallone, F. and Anderson, N., 2000, Innovative theories, tools, and practices in work and organizational psychology, Hogrefe and Huber Publishers, USA.

**Class Contact** Equivalent to thirty-six hours per semester. Normally to be delivered as 5 x 3 hour seminars, 2 x 8 hour residential workshop and 1 x 5 hour workshop.

**Assessment** Progressive Assessment 100% Class presentation, reflective journal, formal essay.

### **BHO5501 ELECTRONIC MARKETING**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** The unit of study has the objective of students gaining a broad understanding of the many facets of electronic marketing with particular attention to its application for direct marketing and advertising. In addition students will gain an understanding of the legal, social and ethical issues faced by internet marketers and advertisers. Topics covered would include: introduction to the internet; marketing on the internet; communicating with consumers online; computer mediated selling; mechanics of electronic marketing; brand advertising; interactive advertising and direct marketing.

**Required Reading** Chaffey, D., Mayer, R., Johnston, K. and Ellis-Chadwick, F., 2000, Internet Marketing, Prentice Hall.

**Recommended Reading** Zeff, Robbin. and Aronson, Brad., 1997, Advertising On The Internet, Wiley Computer Publishing. Keeler, Len., 1995, Cyber Marketing, Amacom, New York. Mathiesen, Michael., 1997, Marketing On The Internet, Maximum Press. Murphy, Dallas, 1997, The Fast Forward MBA in Marketing, John Wiley, New York. Rohner, Kurt., 1998, Marketing in the Cyber Age; The Why, the What and the How, John Wiley, New York.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Coursework, 100%.

### **BHO5502 SERVICES AND RELATIONSHIP MARKETING**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to introduce the graduate student to the service industry, and the marketing implications. There is a focus on developing marketing strategies for services, especially in view of demand management, quality, and customer service. Building

internal and external relationships a competitive strategy for service marketing forms an integral part of this unit of study. Topics include: understanding services; strategic issues in service marketing; tools for service marketers; relationship marketing in services; marketing plans for services.

**Required Reading** McColl-Kennedy, J.R., 2003, *Services Marketing: A managerial approach*, John Wiley and Sons, Milton, QLD, Australia.

**Recommended Reading** Christopher, M., Payne, A., Ballantyne, D., 1993, *Relationship Marketing*, Butterworth-Heinemann, England. Hoffman, K.D. and Bateson, J.E.G., 1997, *Essentials of Services Marketing*, Dryden, Orlando. Payne, A., 1993, *The Essence of Services Marketing*, Prentice Hall, Europe.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case study/Research assignment, 30%; Class presentation, 20%; Final examination, 50%.

### BHO5503 MARKETING COMMUNICATION

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is aimed at developing managerial decision making skills in all aspects of promotion. Topics covered would include: strategy development and implementation in advertising, personal selling, publicity, public relations, direct response marketing and customer service.

**Required Reading** Belch, George E., and Belch, Michael, A., 1998, *Advertising and Promotion: An Integrated Marketing Perspective*, Irwin.

**Recommended Reading** Parente, Donald., 1996, *Advertising Campaign Strategy: A Guide to Marketing Communication Plans*, Dryden Press, Forth Worth. Tellis, Gerard J., 1998, *Advertising and Sales Promotion Strategy*, Mass: Addison-Wesley. Miles, Susan., 1993, *Business Management: Case Studies in Small Business*, Communication, Marketing, Public Relations, Melbourne. Murphy, John H., and Cunningham, C.M., 1993, *Advertising and Marketing Communication Management*, Dryden Press, Forth Worth. Rossiter, John R., and Percy, Larry., 1997, *Advertising Communication Management*, McGraw-Hill Companies, New York.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment and class presentation, 60%; Final examination, 40%.

### BHO5504 BRAND AND PRODUCT MANAGEMENT

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** The unit of study is aimed at introducing graduate students to aspects related to the design of marketing of products and services in the marketplace. It will provide students with skills necessary in developing and administering policies and strategies for both the company's existing and new products with a competitive edge. The topics covered in this unit of study, would include: a framework for product management structure in an organisation; an overview for the need for introducing new products; the importance of an innovation policy; new product strategy, a productive new product development process; market appraisal for opportunity identification; the design process, a focus on importance of the consumer, product positioning, testing and improving new products to meet competition, product introduction and profit management; implementing the new product development process: the imperative need for customer and after-sale service as a competitive edge strategy in both domestic and foreign markets.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research project and other written assessment, 50%; Final examination, 50%.

### BHO5505 BUSINESS TO BUSINESS MARKETING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is aimed at graduate students with prior knowledge or understanding of the marketing discipline. It would acquaint students with practices and problems of the Industrial and Organisational Marketing field or profession. Students would be equipped with skills and techniques essential in carrying out managerial responsibilities and duties in the industrial marketing function. Topics to be covered would include: the basics of industrial marketing; industrial markets, products and services and purchasing practices; organisational buyer behaviour and concepts and models of organisational buying behaviour; industrial marketing research and intelligence; industrial market segmentation; industrial marketing management functions; the strategic management of industrial products and services, marketing and product innovation, industrial pricing, industrial marketing communications, industrial channel strategy; control of industrial marketing programs; industrial market performance, control and evaluation of industrial marketing, industrial competitiveness in the Asian economic integrated region.

**Required Reading** Dwyer, F.R. & Tanner, J.F., 2006, *Business Marketing – Connecting Strategy, Relationships and Learning*, McGraw-Hill.

**Recommended Reading** Bingham, F.G.Jr., Gomes, R., 2001, *Business Marketing*, NTC College Division.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final Examination, 50%; Case study/assignments/research projects, 50%.

### BHO5506 ADVANCED WINE AND BEVERAGE MANAGEMENT

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This aim of this unit of study is to develop the students' knowledge of Australian wines and international beverage products and their commercial and culinary roles in hospitality enterprises. The

**Content** is as follows: Sensory evaluation and judging Australian wines. Generic and varietal wine styles. The major wine producing regions of Australia. Champagnes, spirits, beers, and liqueurs. Viticulture and viniculture. Contemporary wines and drinks list, costing and pricing, structure and content. Purchasing, storing, and service of beverages. Cost controls and reporting systems. Food and wine harmony. Wine promotions, merchandising and marketing for food and beverage managers.

**Required Reading** Iland, P. and Gago, P., 1997, *Australian Wine: From the Vine to the Glass*, Patrick Iland Wine Promotions, South Australia.

**Recommended Reading** A list of recommended readings and articles, and a variety of audio-visual materials has been compiled and will be provided by the lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 40%; Final examination, 60%.

### BHO5519 EMERGING SYSTEMS IN HOSPITALITY

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines systems, now emerging that have key roles in the management of hospitality operations. These include technologically advanced catering systems for cook-chill catering, the Hazard Analysis Critical Control Points (HACCP) system for food safety programs and contemporary practices for environmental management programs. The latest development in these systems and their applications to, and implementation in, hospitality operations will be considered. Recent food/foodservice trends will be covered and the ways in which they affect menu development, service quality and competitive advantage will be discussed.

**Required Reading** Webster, K., 2000, *Environmental Management in the Hospitality Industry: A Guide for Students and Managers*, Cassell, London.

**Recommended Reading** A set of readings will be placed in Open Reserve in the Library.

**Class Contact** Equivalent to thirty-six hours per semester, normally to be delivered as a combination of lectures, seminars, tutorial and/or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 20%; Major Assignment, 30%; Examination, 50%.

## **BHO5520 INTRODUCTION TO HOSPITALITY INDUSTRY**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content** To introduce students to the study of hospitality as an emerging discipline worthy of rigorous study. To orient the students to the hospitality industry and the issues which confront it. Topics covered: hospitality as a field of study; introduction to the hospitality industry; the philosophy of hospitableness; the origins of modern hospitality; the structure and dynamic forces of the hospitality industry; consuming hospitality; the co modification of the hospitality industry.

**Required Reading** O'Mahony, B. and Simonsen, R., Introduction to the Hospitality Industry: Readings and course materials, Victoria University.

**Recommended Reading** Lashley, C. and Morrison, A. (eds), 2000, In search of Hospitality: Theoretical Perspectives and Debates, Butterworth Heinemann, Oxford.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

## **BHO5521 FOOD AND BEVERAGE STUDIES I**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BHO5520 Introduction to Hospitality Industry.

**Content** To introduce students to the core principles and practices of kitchen management systems, which optimise the managerial and operational efficiency of food production facilities. Topics covered: introduction to food production; the menu as a core management tool; food commodities; recipe development and standard recipes; food production systems; evaluation methods of food production.

**Required Reading** Davies, B., Lockwood, A. and Stone, S., 1998, Food and Beverage Management, Butterworth, Oxford.

**Recommended Reading** Cousins, J.D. and Shortt, D., 1995, Food and Beverage Management, Harlow, Longman, London.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

## **BHO5522 FOOD AND BEVERAGE STUDIES II**

**Campus** Footscray Park.

**Prerequisite(s)** BHO5520 Introduction to Hospitality Industry.

**Content** To develop a comprehensive understanding of the principles and practices of restaurant management. Topics covered: concepts of restaurant management; conceptualising quality in a restaurant setting; quality control; evaluating restaurant performance in terms of financial, market and operational criteria.

**Required Reading** Davis, B., Lockwood, A. and Stone, S., 1998, Food and Beverage Management, Butterworth Heinemann, Oxford.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; Final examination, 40%.

## **BHO5525 MARKETING STRATEGY**

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** Market-driven Strategy, Business and Marketing Strategies, Market vision, Structure and Analysis, Relationship Strategies, Segmenting Markets, Managing Value-Chain Relationships, The Marketing Mix and Strategy, Designing Market Driven Organisations, Implementing and Managing Market-Driven Strategies.

**Required Reading** Hooley, G., J., Saunders and Piercy, N., 2004, Marketing Strategy and Competitive Positioning, Prentice Hall Financial Times, UK.

**Recommended Reading** Anderson, C.H. and Vince, J.W., 2000, Strategic marketing management: meeting the global marketing challenge, Houghton Mifflin, Boston. Hougard, S.R. and Bjerre, M., 2002, Strategic relationship marketing, Springer, Berlin, New York. Molenaar, C., 2002, The Future of marketing: Practical strategies for

marketers in the post-internet age, Financial Times Prentice Hall, London. Rogers, S.C., 2001, Marketing strategies, tactics, and techniques: a handbook for practitioners, Quorum Books, Westport, Conn. Aggarwal, V.K., 2003, Winning in Asia, US Style: Market and non-market strategies for success, Palgrave Macmillan, New York. Cravens, W.D. and Piercy, N.E., 2003, Strategic Marketing, 7th edition, McGraw Hill, NY, USA.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and Presentation, 40%; Case Analysis, 20%; Examination, 40%.

## **BHO5567 HOSPITALITY PROPERTY DEVELOPMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes the following topics: principles of land use management; principles of property development; site selection; valuation; land acquisition; regulations governing developments; the development process: conceptualisation, planning and initiation phase; market feasibility analysis; financial feasibility analysis; commitment phase; design and construction phase; management and operational phase. Hospitality operations; facilities planning and design; integration of facilities; investment in real estate; property development in Australia; property development in South-East Asia.

**Required Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 25%; Assignment 2, 25%; Examination, 50%.

## **BHO5568 HOSPITALITY OPERATIONS MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes the following topics: introduction to quantitative analysis and the decision making process; overview of hospitality operations and the School problems and issues that arise in the short and long term; systems overview of short-term and long-term problems, techniques for short term and long term problems, report preparation of results for senior management.

**Required Reading** Student handbook (lecture notes, readings, exercise)

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Progressive assessment, 60%; final examination, 40%.

Note: Any hand-held calculators may be used in examinations.

## **BHO5572 LOGISTICS**

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** The unit of study provides students with a managerial viewpoint or approach in terms of marketing decisions made in all aspects pertaining to distribution systems so as to complete efficiently and effectively in the market place. Topics covered would include: focus on analysis and decision making regarding the functions and institutions in designing and appraising a distribution system, and thereby develop and implement a competitive distribution strategy to enhance the functions; economic and behavioural analysis of distribution intensity, channel length, marketing logistics, transportation, inventory control and warehousing and distribution cost; influence of product mix, prices and promotional activities on designing and appraising wholesale and retail distribution systems; consideration will be given to trends and factors influencing the development and choice of distribution strategy; achieving interorganisational co-ordination in the distributive network; in-School analysis of role of distribution in a company's overall competitive strategy and managerial skills essential in the administration, implementation and control of distributional functions and strategy for competitive purposes in the market place.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment and class presentation, 60%; Final examination, 40%.

## **BHO5574 CONSUMER BEHAVIOUR**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This interdisciplinary unit of study discusses the consumer as the focus of the marketing system. The unit of study stresses the use of knowledge about consumer behaviour in marketing decisions.

Contributions of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour are emphasised. Individual behavioural variables needs, motives, perception, attitudes, personality and learning as a result of socialisation process – and group influences (family, social groups, culture and business) are examined in School as they affect the consumer decision-making process. Analysis of how marketing programs, especially the communications mix, can be developed to reflect a commitment for providing consumer satisfaction. This theoretical framework is applied to consumer buying and purchasing decision-making situations of the retail and service industry sectors of Australia with a look at multicultural component within the mainstream Australia.

**Required Reading** Solomon, M. R., 2002, Consumer Behaviour: Buying, Having, and Being, 5th edn, Prentice Hall, New Jersey, USA.

**Recommended Reading** Engel, J., Blackwell, R. and Miniard, P., 1995, Consumer Behaviour, 8th ed, The Dryden Press, Orlando. Lawson, R., Tidwell, P., Rainbird, P., Loudon, D. and Della Bitta, A., 1996, Consumer Behaviour in Australia and New Zealand, McGraw-Hill, Sydney. Oliver, R., 1997, Satisfaction: a Behavioural Perspective on the Consumer, McGraw-Hill, New York. Assael, H., 1998, Consumer Behaviour and Marketing Action, 6th ed., International Thompson Publishing, Cincinnati.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment and class presentations, 60%; Final examination, 40%.

## **BHO5575 NATIONAL CULTURES AND IDENTITIES**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Examines the meaning of culture and national identity with emphasis on cultural comparison. Considers theoretical and practical applications of cross-cultural activity including but not confined to: the universals of social behaviour, culture and ethics, communication, cross cultural interaction and the outcomes of cross-cultural contact. This unit of study has particular application to marketing, tourism and hospitality contexts.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor Project and research paper, 45%; Project/Paper Presentation, 15%; Journal Review paper, 25%; Review Presentation, 15%.

## **BHO5583 MARKETING RESEARCH**

**Campus** City Flinders.

**Prerequisite(s)** BHO6505 Marketing Management.

**Content** This unit of study aims to develop analytical skills and the knowledge of market research techniques and confidence in the application of the techniques in tackling practical market research problems. Importance of research in strategic and competitive marketing planning in the 1990's; an overview of the marketing management information systems; need for good research information for Australian managers' sound decision making in targeted domestic and export markets in order to maintain competitive edge; key aspects of the marketing research process; an examination of available research methodologies for consumer market industrial market and service market including high-technology market in Australia related to its traditional trade partners; data collection procedures and qualitative

research; experimentation in marketing and experimental designs; designing forms and scales for collecting data; designing the sample and collecting the data; examination of various research techniques; research errors and problems of confidentiality legislation affecting research investigation conducted in Australia; managerial pragmatism in market problem-solving and researchers' conflict resolution.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research project, 25%; Case study, 25%; Final examination, 50%.

## **BHO5586 ACCOMMODATION STRUCTURE AND ORGANISATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study includes: the accommodation industry: overview; overview of the hotel front office; the guest cycle (from check in to check out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the industry award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SOFT analysis; environmental analysis; strategic choice; implementing strategy; planning in turbulence.

**Required Reading** Vallen, J.J., 1991, Check-in Check-out, 4th edn, WCB, Dubuque, Iowa.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Computer project, 20%; Group project, 20%; Final examination, 60%.

## **BHO5605 INTERNATIONAL TOURISM MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop an understanding of tourism and the tourism system in an international context. Topics include a systematic overview of tourism, the different perspectives of tourism, global tourism trends, tourist attractions, and business management in tourism and future trends.

**Required Reading** Hall, C., 1997, Tourism in the Pacific Rim; Developments, Impacts and Markets, Addison Wesley Longman Australia Pty Ltd, Melbourne. Leiper, N., 1995, Tourism Management, TAFE, Melbourne.

**Recommended Reading** King, B., 1997, Creating Island Resorts, Routledge, London. Oppermann, M., 1997, Pacific Rim Tourism, CAB International Walling Ford. Pearce, P., Morrison, A. and Rutledge, J., 1998, Tourism; Bridges Across Continents, McGraw Hill Australia, Sydney.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor assignment and participation, 20%; Major Assignment, 40%; Examination, 40%.

## **BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop the student's analytical and problem solving skills in the management of Gaming Operations and evaluate the development of Casino and Gaming Complexes in Urban and Regional Development.

**Required Reading** Arthur Andersen December, 1997, Summary of Findings 1996-97 Research Program, Victorian Casino and Gaming Authority, Melbourne. Kilby, J. and Fox, J., 1998, Casino Operations Management, John Wiley, New York. Spanier, D., 1994, Inside The Gambler's Mind, University of Nevada Press, Reno.

**Recommended Reading** Eadington, W. and Cornelius, J., 1992, Gambling and Commercial Gaming, Institute for the Study of Gambling, University of Nevada, Reno. Eadington, W. and Cornelius, J., 1993, Gambling Behaviour and Problem Gambling, Institute for the Study of Gambling and Commercial Gaming, University of Nevada, Reno. Eadington, W. and Cornelius, J., 1997, Gambling: Public Policies and the Social Sciences, Institute for the Study of Gambling and Commercial Gaming, University of Nevada, Reno. Hing, N., Breen, H. and Weeks, P., 1999, Club Management in Australia: Administration, Operations and Gaming, Hospitality Press, Melbourne.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 40%; Class Presentations, 20%; Project, 40%.

## **BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the theoretical and practical applications of Human Resource Management within the Hospitality and Tourism Industry. It includes the concept of strategic HRM and its application to HRM practices such as employee recruitment, selection, performance appraisal, training and development, remuneration systems and occupational health and safety. The course is also concerned with the industrial relations system and its impact on the Hospitality and Tourism Industry, with special attention to the incidence of enterprise bargaining within the industry. The course investigates best practice within Hospitality and Tourism, the impact of TQM on productivity and current trends in HRM within the industry.

**Required Reading** Anthony, W., Perrewe, P. and Kacmar, 1996, Strategic Human Resource Management, 2nd edn, Dryden, Orlando.

**Recommended Reading** Beilharz, G. and Chapman, R., 1994, Quality Management in Service Organisations, Longman, Melbourne. Johns, N., 1996, Productivity Management in Hospitality and Tourism, Cassell, London. Kramar, R., McGraw, P. and Schuler, R., 1997, Human Resource Management in Australia, 3rd edn, Longman, Melbourne.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Review report, 40%; presentation, 10%; Case Studies, 50%.

## **BHO5610 SUSTAINABLE DESTINATION MANAGEMENT**

**Campus** City Flinders.

**Prerequisites** Nil

**Content** This unit of study examines the meaning and practice of sustainable tourism within an international context and its relationship to economic, physical and human environments. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes.

**Required Reading** A compilation of readings and articles will be provided by the subject co-ordinator.

**Recommended Reading** Gunn, C. and Var, T., 2002, Tourism Planning: Basics, Concepts, Cases, 4th Edn, Routledge, New York. Kelly, I. and Nankervis, A., 2001, Visitor Destinations, John Wiley & Sons Australia, Ltd, Milton. Harris, R., Griffin, T. and Williams, P. Eds., 2002, Sustainable Tourism: A Global Perspective, Butterworth-Heinemann, Oxford. Swarbrooke, J., 1999, Sustainable Tourism Management, CAB International, Wallingford.

**Class Contact** Equivalent to thirty six hours per semester, normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major project report, 40%; Project presentation 20%; Final examination 40%.

## **BHO5613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** In this unit of study the students will study the application of qualitative and quantitative research methods in an hospitality and tourism context. The increasing sophistication of the hospitality and tourism industries, with their demands for managers to better understand markets, market segmentation and customer satisfaction surveys, means that hospitality and tourism managers must develop a working knowledge of how to apply qualitative and quantitative research techniques in an hospitality or tourism setting. Topics include: **Content** analysis, semiotics and other qualitative analytical methods and various quantitative analytical methods such as tests of significance, factor analysis, cluster analysis and discriminant analysis and how they can be applied to an hospitality or tourism setting. Using existing data sets, the students will get to practice these various techniques.

**Required Reading** Johns, N. and Lee-Ross, D., 1998, Research Methods in Service Industry Management, Cassell, London.

**Recommended Reading** A handbook of edited readings and articles will be compiled and provided by the lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Preliminary essay, 10%; Major Project, 30%; Class Presentation, 20%; Final Exam, 40%. Students are expected to satisfactorily complete each component of the Assessment to gain a pass in the unit of study.

## **BHO5615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.

**Required Reading** Crawford, C.M. and Di Benedetto, C.A., 2006, New Products Management, 8th edn, Mc-Graw Hill, Boston. Book of Readings (relating concepts to Hospitality and Tourism)

**Recommended Reading** A set of additional readings will be placed in Open Reserve in the library.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Preliminary essay, 10%; Class Test, 10%; Individual Project, 30%; Final exam, 50%.

## **BHO5616 HOSPITALITY, TOURISM AND EVENTS MARKETING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit covers the issues of strategic marketing planning and the marketing of hospitality, tourism and event management related activities including accommodation, food and beverage, conventions and conferences, special events and visitor attractions. The main aims of the unit are: • To develop students understanding of marketing principles in relation to the hospitality, tourism and events industries. • To apply these marketing principles to the hospitality, tourism and events industries through case studies and analysis.

**Learning Outcomes** At the completion of this unit, students will be able to: • demonstrate an understanding of the role of marketing as a function within tourism, hospitality and event management related organisations; • demonstrate an awareness of the techniques used to market services; • apply the concepts of marketing to the tourism, hospitality and events industries, giving special attention to market identification and segmentation; • demonstrate an appreciation of cultural and other differences within the market and display an understanding of their effect on the marketing of hospitality, tourism

and event management services; • prepare and plan marketing research and prepare a marketing plan; and • apply the principles and techniques learned to the marketing of hotels, resorts, conventions and conferences, special events and attractions, and to the hospitality, tourism and events industries in general.

**Required Reading** Kotler, P., Bowen, J., and Makens, J. (2006) *Marketing for Hospitality and Tourism* (4th Ed.) Pearson Prentice Hall, New Jersey.

**Recommended Reading** Davidson, R. and Rogers, T. (2006) *Marketing Destinations and Venues for Conferences, Conventions and Business Events*. Butterworth-Heinemann, Oxford. Harris, R., Jago, L., and King, B. (2005) *Case Studies in Tourism & Hospitality Marketing*. Hospitality Press, Frenchs Forest, N.S.W. Reid, R.D. and Bojanic, D.C. (2006) *Hospitality Marketing Management*. John Wiley & Sons, Hoboken, N.J.

**Class Contact** Equivalent to thirty six hours per semester.

**Assessment** In-Class Test (10%): • The test is a means of early Assessment of the concepts taught in relation to the marketing of hospitality, tourism and event management products and services • It is based on a specific reading, case study or journal article with short answer questions to assess student learning of these key concepts. Group Business Report (40%) 3,500 – 4,000 words: In teams of two or three, students will choose one of the hospitality, tourism or event management organisations outlined below: 1. Hospitality organisation (accommodation with foodservice) (e.g., hotel, motel, resort) 2. Hospitality organisation (foodservice only) (e.g., cafe, restaurant, pub, club, function venue, caterer) 3. Travel organisation (e.g., travel agency, tour wholesaler or packager, airline) 4. Tourism attraction organisation (management) (e.g., zoo, theme park, nature based attraction) 5. Tourism events organisation (management) (e.g., professional conference organisers, conventions, racing carnivals, special events and festivals) Write a report within the prescribed word limit on the current and past marketing strategies of the particular organisation you have selected. Analyse the product(s) and service(s) of the organisation thoroughly. Include comments on the quality of the product(s) and services compared with those of major competitors, an analysis of target markets, an analysis of existing pricing strategies as well as an analysis of existing advertising and promotion practices. Once you have completed a thorough analysis of the existing product(s) and services, make specific recommendations to the management of the organisation regarding future strategic marketing activities, justifying your recommendations, supported by evidence. Presentation of Report Findings (20%) 20 Minutes: The focus should be on: Teams will be required to give an oral presentation of the main findings of their study and their recommendations and implications for future marketing activities for the management of the organisation. Marks will be allocated on both a group basis (10%) and an individual basis (10%). Final Examination (30%) 2 hours duration.

## BHO5617 PRODUCING CREATIVE EVENTS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit aims to enhance and extend students ability to think creatively in the design and production of events. A range of tools, processes and techniques will be explored to allow students to understand what makes an event creative and how they can apply these to producing unique events. The unit will examine three main areas, specifically -creativity -events and creativity in the global context -design and production of events.

**Learning Outcomes** At the completion of this unit, students will be able to: • Understand the creative processes • Have an overview of how events have changed over the last decade in terms of techniques, computers and technology in their creation and production • Understand the methods for encouraging a creative environment • Understand the ways in which events are created and produced • Know what would constitute a creative event and how to go about producing this. • Understand how technical skills can be used to enhance the production of events • Be familiar with the principles of event design • Be able to develop/design a proposal for a unique event • Be able to assess events in terms of originality and creativity through the use of case-studies.

**Required Reading** Berridge, G. (2007) *Event Design and Experience*. Butterworth-Heinemann, Oxford.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Assessment** Individual Assignment 30% – 1500 words: 1. Attend a trade show or exhibition in Melbourne 2. present a critical report on this event including the following: • Usefulness of event website • Physical

aspects access, ticketing, visitor management • Creative aspects layout and design, colour, creativity • Evaluation of event positives and negatives Group assignment 50% – choose one of 2: a) An opening ceremony develop a plan for a 10 minute opening ceremony to an event of your choosing. The plan should include: • the background thinking (history/sense of place/understanding of the event context • the rationale for this particular ceremony • the key items • the timing • the equipment and music • any other elements of the ceremony OR b) A unique corporate event develop a plan for a major international corporate event such as a sales meeting, conference, team bonding etc. The plan should include • the background to this company and event regular or one off event, main objective of event, type of company, age of participants • time, place and venue of event • theme for the event • creative elements – how will the theme be consistent across the event • the equipment, music and other resources needed • how would this event be evaluated Please note: For both events high marks will be given to the originality and creativity of both plans Presentation and workshop of case study in pairs 20%: 1. From the text by Berridge (2007) choose a case study to present to the class. Choose a case study where you can find additional information about this event (e.g. The Oscars or Tour de France). Using the Web and other sources present this case study with as much creativity as possible (video, images, music etc.) 2. Prepare a question to be discussed in the group this needs to be a question which requires some discussion among the group. Be as creative with the question as possible. Be prepared to lead the group in a discussion/workshop.

## BHO5618 THE EVENTS ENVIRONMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit examines the role of special events as a catalyst for tourism destination development and promotion. Furthermore it aims to develop an understanding of the environment in which events are staged and the integral roles that hospitality and tourism play in the event industry. Topics studied will include: • the tourism industry • trends in the use of leisure time and its impact on tourism • the role of events in destination development • crisis management and role of events in destination repositioning • economic, social and environmental impacts of events • tourist industry groups and their relationship to events • pre/post event tours and their importance • banquets, functions and conventions • the social and business function of hospitality.

**Learning Outcomes** At the completion of this unit, students will be able to: • Understand the macro environment within which events are staged • Understand the relationship between tourism and events • Understand the different types of special events and the trends associated with their role in destination development. • Examine the various stakeholders and different tourist industry groups involved and their role in event planning, management and promotion. • Understand trends in the tourism and events industries and how these will impact on events now and in the future • Examine impacts of events on destinations and communities.

**Required Reading** Getz, D. (1997) *Event Management and Event Tourism*. Cognizant Communications, Place New York.

**Recommended Reading** McDonnell, I., Allen, J., O Toole, W., & Harris, R. (2005) *Festival and Special Event Management* (3rd Ed.) John Wiley & Sons Brisbane.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Assessment** Events and Tourism (30%): Choose an event (local, interstate or international) and discuss these 1.Type of event length of event, reason for the event, how long the event has been running 2.Significance to the destination where it takes place 3.Ability of destination for hosting the event (eg infrastructure, accommodation, labour market) 4.Who are the major organizations or stakeholders involved in the planning and operation of this event? 5.What is the tourism impact of the event? 6.What effect, in your opinion, does the event have on the destination image? 7.What are the major challenges, now and in the future, for both the event and the destination? 8.Recommendations and conclusion This assignment needs to have a theoretical basis underpinning discussion of the event ie. textbooks and or/academic articles. Assignment needs to be presented using headings and sub-headings but does not need to be in a business report style. Ensure correct referencing is used and a reference list and any appendices are attached. Critical Analysis (40%) Group Assignment 3000-3500 words: Students, working in pairs, are required to prepare a business report of approximately 3000 words on the topic outlined below. The report should be written in an analytical, rather than

descriptive, style using academic and industry references to support research and analysis. Select two destinations of similar size and nature (eg. Melbourne and Sydney or Beijing and Shanghai) and critically compare and contrast these in terms of: – Ability to host events (transport, infrastructure, accommodation, venues, events calendar) – Security, risk and crisis management – Tourism statistics and tourism trends – Marketing of the destination – Demographics and labour market – Tourism and event strategies – Role of relevant tourism organization (could be at national, State or local level) – Future strategies for the destination Class Presentation (20%): In weeks 10, 11 and 12 each pair of students will be required to give an oral presentation summarising the main findings and conclusions from their written report. It is expected that you will also lead the class discussion. The oral presentation should last for approximately 20 minutes (10 mins each student) with 10 minutes allowed for questions, group discussion and debate on the major issues raised.

### **BHO5619 BUSINESS EVENTS IN THE GLOBAL CONTEXT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit will provide students with knowledge and understanding of the following: The Scope of Business Events • International business events • Business events in Australia • Tourism Satellite Accounts and their importance • Definitions within the business events sector (MICE, Trade Shows etc.) • Rationale for business events • Stakeholders PCOs, Convention Bureaux, Venues • Funding and economic considerations Business Events Sectors • meetings and conferences • trade shows and exhibitions • product launches • Incentive travel Operationalising Business Events • Sourcing leads • Managing client relationships and networking • Leveraging business events • Pre- and post- events activities • Accompanying persons programme • Use of EventsPro The future of Business Events • Climate change • Carbon neutral initiatives • Innovations.

**Learning Outcomes** At the completion of this unit, students will be able to: • Understand the context of business events • Understand the economic importance of business events in the domestic and global market place • Understand the rationale behind business events • Have substantial knowledge of the main types of business events • Understand the planning and development of business events • Understand incentive travel and be able to develop a proposal for a client brief • Recognise the importance of the client relationship • Be able to select venues appropriate for business events • Use EventsPro for the management of conferences and trade shows • Understand and be able to critically examine future challenge for business events especially in view of climate change and its implications • Be able to analyse case studies and offer innovative answers for future planning and challenges for business events.

**Required Reading** Deery M., Jago L., Fredline E., & Dwyer L. (2005) National Business Events Study: an Evaluation of the Australian Business Events Sector. CRC for Sustainable Tourism, Gold Coast.

**Recommended Reading** O Toole, W. & Mikolatis, P. (2001) Corporate Event Project Management. John Wiley and Sons, NY. Crofts, A. (2001) Corporate Entertaining as a Marketing Tool. Management Books, London. McCabe, Poole, Weeks, & Leiper. (2000) The Business and Management of Conventions. John Wiley & Sons, Brisbane.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Assessment** Individual Assignment Essay 20 % – 1500 words: Research the following topics (using current research through academic sources) and compose an essay on one of these topics: • Rationale behind corporate business events • Global growth of business events in the last 5 years • Challenges for the industry in view of climate change • Marketing strategies incorporating business events Networking workshop 30%: A networking workshop will be run one seminar session in the semester. Students need to: • Plan the event venue, time, invitations, organise a speaker (30 minutes) group work • Invite a friend or colleague to this seminar • Make business cards to give out at the event • Network with as many people at the beginning and end of the event • Submit a report of the evening description of two people they met (jobs, skills, interests) email to two people thanking them for the opportunity to meet them, difficulties they faced and how they overcame them Group Assignment – Proposal and presentation 30% – Prepare a proposal for a client for an incentive travel event in the destination of your choice. Include the following: • Objectives of the event • Rationale for choice of destination and venue • Budget implications • Activities • Itinerary of travel and activities • Present

proposal to class (15 mins) Pair Assignment 20%: Development and management of a client data base for an international business meeting (50 people) and relevant reporting for this event using EventsPro.

### **BHO5620 HOSPITALITY AND TOURISM PROJECT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This project unit of study provides students with the opportunity to build links with a sector of the hospitality or tourism industry in which they may seek employment (aviation, retail, conventions, hotel, resorts, restaurants, food service). This unit of study enables students to deepen their understanding of their chosen sector. The project will be carried out in groups of no more than four students.

**Required Reading** Set of readings based on potential topics of interest for students.

**Recommended Reading** Finn, M., Elliot-White, M. and Walton, M., 2000, Tourism and Leisure Research Methods, Pearson Education, Harlow. Clark, M., Riley, M., Wilkie, E. and Wood, R., 1998, Researching and Writing Dissertations in Hospitality and Tourism, International Thompson Business Press, London.

**Class Contact** Equivalent to thirty-six hours per semester, normally to be delivered as a combination of lectures, seminars, tutorial and/or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major Project Report, 80%; Project Presentation, 20%.

### **BHO5621 HOSPITALITY, TOURISM AND EVENTS PROJECT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit examines the research process as it is applied to real-life projects in the hospitality, tourism and events industries. It provides students with the opportunity to build links with industry in their chosen field of hospitality, tourism or event management and deepen their understanding of industry research needs. The aims of the subject are: • To further enhance students understanding of the hospitality or tourism or events industry. • To develop the critical thinking, analytical and writing skills needed to plan, conduct, analyse and evaluate industry-based research projects. • To develop the interpersonal skills necessary to conduct an industry research project. • To develop and/or reinforce industry contacts.

**Learning Outcomes** At the completion of this unit, students will be able to: • Critically review relevant research data. • Design and conduct applied research projects. • Understand the relative merits of different research techniques. • Understand the relevance of research to industry in their chosen field.

**Required Reading** Zikmund, W. (2003) Business Research Methods (7th Ed.) Thomson / South Western, Place Cincinnati.

**Recommended Reading** Brotherton, B. (ed.) (1999) The Handbook of Contemporary Hospitality Management Research. John Wiley & Sons, Chichester. Jennings, G. (2001) Tourism Research. John Wiley & Sons, Milton. Veal, A.J. (2006) Research Methods for Leisure and Tourism: A Practical Handbook (3rd Ed.) Prentice Hall, Harlow.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Assessment** In Class Test (10%): • The test is a means of early Assessment of the concepts taught in relation to the research process • It is based on a specific reading or journal article with short answer questions to assess student learning of these key concepts. Research Project: For the major assignment, students are required to apply the concepts they have learned to a real-life project. There are two options available to students: 1. The project may be a designated project identified by the unit coordinator where students will work in pairs or individually on an aspect of the project to gather and analyse information. The focus will be on crafting a shorter piece of work to a high standard rather than an extensive report on the whole project. 2. Alternatively, the project may be undertaken individually by those students who are currently employed in their chosen field and are able to integrate the conduct of the research into their work environment. Students undertaking this project will work on a work driven project that seeks to solve a management problem at their place of employment. Students may also choose this option where they are not employed in their chosen field but have identified an industry partner, who is willing to utilise their research skills on an agreed project to solve a particular management problem. Phase One: Research Proposal (20%) 1500 words: The proposal should include the following elements: • Clear identification and justification of the management or research problem, supported by a relevant literature review and conceptual framework (if



applicable). • Identification and justification of the research methodology to be employed for conducting the project, including key research questions, research design, and data collection and analysis techniques. • A research schedule with clear timelines for each stage of the project. Phase Two: Final Project Report (50%) 3500 words: The final report should include the following elements: • The first two elements of the Research Proposal plus any limitations to the research conducted. • Clear presentation, analysis and interpretation of the data and information collected. • Conclusions and recommendations, including the implications from the findings for management action and recommendations for further research. Presentation of Project Findings (20%) 20 Minutes: The focus should be on: • The presentation of the main findings, conclusions and recommendations and their implications for management. • An Assessment of the strengths and weaknesses of the research conducted. • Marks will be allocated on both a group basis (10%) and an individual basis (10%).

## **BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to introduce students to the concept of uncertainty and risk in hospitality and tourism management. Uncertainty is addressed from and its impact on operations and decision making Risk is addressed from three perspectives; risk inherent in hospitality and tourism operations, market risk and financial risk. The managerial implications of uncertainty and managerial approaches to dealing with risk form the cornerstone of this unit.

**Learning Outcomes** At the completion of this unit, students will be able to: • demonstrate an understanding of risk and its impact on hospitality and tourism and events. As well, the students should be able to identify potential risk issues and recommend the appropriate management strategies to minimise risk in hospitality and tourism operations, including, marketing and financial management.

**Required Reading** Wilks, J. and Moore, S. (2005) *Tourism Risk Management For The Asia Pacific Region: An authoritative guide for managing crises and disasters*. ST-CRC, Brisbane.

**Recommended Reading** Tarlow, P. (2002) *Event Risk Management and Safety*. John Wiley & sons, New York.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours per week.

**Assessment** Progressive Assessment 60%; final Assessment 40%.

## **BHO5623 ADVANCED YIELD MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The focus of this unit of study is the strategic and tactical application of Yield Management as a dynamic management tool. The subject pays particular attention to the use of quantitative analysis of the trading rooms history to forecast and set rates. The unit also explores the role and function of the "revenue manager" the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry.

**Learning Outcomes** At the completion of this unit, students will be able to demonstrate an understanding of the economic, operational and market settings which facilitate the application of Yield Management. The theory and application of Yield Management. Strategic considerations in Yield Management; operational, market, financial and human resources. Interrogation of the guest history to forecast and set room rates. The role of the Revenue Manager.

**Required Reading** Ingold, A., McMahon-Beattie, U., & Yeoman, A. (2000) *Yield Management*. Continuum, London.

**Recommended Reading** The Spread of Yield Management Practices [electronic resource] : The Need for Systematic Approaches / by Fabiola Sfodera Publisher Heidelberg : Physica-Verlag Heidelberg, 2006 Yield management : strategies for the service industries / edited by Ian Yeoman and Anthony Ingold Publisher London ; Herndon, VA : Cassell, 1997.

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours per week.

**Assessment** Progressive Assessment 60%; final Assessment 40%.

## **BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this study is to introduce students to the issue of sustainability in hospitality management. The UNEP Model of sustainability will be used as a reference point to identify and evaluate the sustainability of traditional hospitality operating systems and processes.

**Learning Outcomes** At the completion of this unit, students will be able to demonstrate an understanding of the concept of sustainability within the UNEP Model; environmental, social and economic sustainability; sustainability in terms of water and energy consumption, waste production and renewal, and the use, reuse and re-cycle model of hospitality operations.

**Required Reading** Hyde, R. and Law, J. (2002) *Green Globe 21: Designing Tourism Infrastructure*. ST-CRC, Brisbane.

**Recommended Reading** Font, X. and Cochrane, J. (2005) *Integrating Sustainability into Business: A Guide for Responsible Tour Operators*, UNEP, Paris Font, X. and Cochrane, J. (2005). *Integrating Sustainability into Business: An Implementation Guide for Responsible Tourism Coordinators*. Paris, UNEP. (summary)

**Class Contact** Equivalent to thirty-six hours per semester, normally comprising three hours per week.

**Assessment** Progressive Assessment 60%; final Assessment 40%.

## **BHO5717 SUSTAINABLE DESTINATION MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the meaning and practice of sustainable tourism within an international context and its relationship to economic, physical and human environments. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasizes the need to develop plans and management strategies to maximize the benefits and minimize the costs of tourism development, which result in sustainable outcomes.

**Required Reading** A compilation of readings and articles will be provided by the unit of study co-ordinator.

**Recommended Reading** Gunn, C. and Var, T., 2002, *Tourism Planning: Basics, Concepts, Cases*, 4th edn, Routledge, New York. Kelly, I. and Nankervis, A., 2001, *Visitor Destinations*, John Wiley and Sons Australia Ltd, Milton. Harris, R., Griffin, T. and Williams, P. (Eds.), 2002, *Sustainable Tourism: A Global Perspective*, Butterworth-Heinemann, Oxford. Swarbrooke, J., 1999, *Sustainable Tourism Management*, CAB International, Wallingford.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Report, 40%; Presentation, 20%; Final Exam, 40%.

## **BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** This unit of study provides a comprehensive review of areas of managerial concern in hospitality and tourism. Indicative topics include: the relationship between sectors, such as hospitality and tourism broadly, and between hospitality and events management; resort management; indigenous tourism; special events tourism; Antarctic and remote tourism; industrial tourism; marketing research in hospitality and tourism; sustainable tourism development; gaming; and technology in hospitality and tourism. Topics will change over time, and will reflect, in part, the projects being pursued by University researchers, and the areas of managerial need identified by industry and government.

**Required Reading** Zikmund, William G., 2000, *Business Research Methods*, 6th edn, The Dryden Press, Fort Worth.

**Recommended Reading** Anderson, J. and Poole, M., 2001, *Assignment and Thesis Writing*, 4th edn, John Wiley and Sons Australia Ltd, Brisbane.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class presentations, 50%; Issues assignment, 50%.



**BHO6505 MARKETING MANAGEMENT**

**Campus** City Flinders, SIC-Singapore, Sunway-Malaysia, Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** Upon completion of the unit of study, students would be able to understand the Marketing Management Process, develop essential skills necessary in a Marketing Manager's job, appraise an organisation's performance in a competitive marketing environment (foreign and domestic), formulate and implement marketing mix strategies in consumer, industrial and service markets, solve problems and improve their abilities in making sound decisions based upon available market information and appreciate the applications of marketing principles to Service Sector and International business decision making.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 25%; Research Project, 25%; Examination, 50%.

**BHO6666 GLOBAL MARKETING MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study is aimed at developing awareness and skills necessary for effective marketing management career and leadership in Australian organisations operating internationally including subsidiaries of transnationals based in Australia and within the Pacific Region. A look at the nature of Australia's marketing companies performance in relation to traditional trade partner-countries; the economic environment and international trade transactions including economic regional integration as expanded market opportunities; the nature and scope of global marketing activities; the environment analysis of global marketing itself, formulating marketing strategies for global marketing programs of action aimed at export and international markets undertaken by small businesses in Australia; an examination critique of competitive global marketing strategies by Germany, Japan, South Korea, UK, and USA in relation to Australia; evaluation of general global marketing programs; organising and controlling global marketing operations; the future practices and prospects of global marketing with emphasis on global operations in the evolving international economic order; the north-south and south-west-east international business economic argument, regional economic integration and continental advocacy in trade and marketing, Australia in the context of Pacific Basic, EC, and Indian and Atlantic basins with market potential and opportunities within global marketing framework.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 50%; Assignment/project/term papers, 50%.

**BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It provides students with information about models and techniques of inter-personal competence and assists them to use this knowledge to gain an understanding of the prerequisites of interpersonal competence. Topics include – developing and adapting your leadership style to the hospitality and tourism industries, effective interpersonal communication skills, goal setting, teams and creative problem solving, valuing diversity globally, assertiveness and the resolution of conflict.

**Required Reading** Lussier, R., 2002, Human relations in organizations: Applications and skill-building (5th edn), McGraw-Hill, Boston. Book of Readings (Relating concepts to the Hospitality Industry)

**Recommended Reading** London, M., 2002, Leadership development: Paths to self-insight and professional growth, Lawrence Erlbaum Associates, New Jersey, USA. Reece, B.L. and Brandt, R., 1998,

Effective human relations in organizations (7th edn), Houghton Mifflin, Boston. Vartiainen, M., Avallone, F. and Anderson, N., 2000, Innovative theories, tools, and practices in work and organizational psychology, Hogrefe and Huber Publishers, USA.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Test, 30%; Reflective Journals, 30%; Group Project, 15%; Individual Assignment, 25%.

**BHO7700 THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The thesis will report on independently conducted research, which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%.

**BHO7701 THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The thesis will report on independently conducted research, which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Thesis, 100%.

**BHO7742 BUSINESS RESEARCH METHODS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study provides a comprehensive introduction to research methodology, including the consideration of possible research topics for academic theses and applied management projects. It includes the following topics: the role of research; theory building; the research process; ethical issues; problem definition and the research proposal; exploratory research; secondary data and information systems; survey research; experimental research; measurement and scaling; attitude measurement; questionnaire design; sampling; fieldwork; editing and coding; descriptive statistics; univariate statistics; multivariate analysis; and research reporting.

**Required Reading** Zikmund, William G., 1997, Business Research Methods, 5th edn, The Dryden Press, Fort Worth, Philadelphia.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class presentations, 50%; Research proposal, 50%.

**BHO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct

research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Dissertation thesis, 100%.

### **BHO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Dissertation thesis, 100%.

### **BHO8002 PHD (RESEARCH) (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop under supervision a thesis of original and significant **Content** which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research, which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment** Research thesis, 100%.

### **BHO8003 PHD (RESEARCH) (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to develop under supervision a thesis of original and significant **Content** which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Class Contact** Equivalent to thirty six hours per semester to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment** Research thesis, 100%.

### **BHO8612 MARKETING MANAGEMENT 1**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Following a discussion of the concept of marketing and its historical development, the unit of study covers key marketing areas including consumer behaviour, marketing research, market segmentation and positioning. The key decision-making areas of product strategy, pricing strategy, promotion and distribution are addressed in School. These foundations of marketing are then integrated through a discussion of strategic marketing planning. Finally, special topics including international marketing, industrial marketing and services marketing are covered briefly.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies and continuous assessment, 50%; Examinations, 50%.

### **BHO9800 RESEARCH THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Class Contact** Normally two years equivalent full time.

**Assessment** Research thesis, 100%.

### **BHO9801 RESEARCH THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Class Contact** Normally four years equivalent part time.

**Assessment** Research thesis, 100%.

# SCHOOL OF INFORMATION SYSTEMS

Below are details of courses offered by the School of Information Systems in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

**NOTE:** Courses available to International students are marked with the (I) symbol.

## BACHELOR OF BUSINESS (INFORMATION SYSTEMS)/BACHELOR OF ARTS

**Course Code:** BBBS

This course is NOT available to commencing students.

**Campus:** Footscray Park, St Albans.

### Course Objectives

The course combines the key components of the constituent undergraduate degree courses, Bachelor of Arts and Bachelor of Business (Information Systems), to provide students with a sound education in the principles and practice of the related discipline areas of information systems and two of communication studies, professional writing and psychology, set in a business context.

### Course Duration

The course is offered over four years on a full-time basis or part-time equivalent. Each subject is worth 12 credit points. Students must complete 384 credit points through academic study to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                        |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Information Systems</b> |              |        |         |                 |                  |                 |
| BCO1103 WEB ENABLED BUSINESS SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1046 COMPUTER SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2148 SYSTEMS ANALYSIS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3144 SYSTEMS DESIGN                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Business Support Units of Study</b>                     |              |        |         |                 |                  |                 |
| BCO3149 COMPUTER PROJECT                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

### Specialisation Units of Study – Arts

Either

Ten units of study in Psychology, with 6 units of study in Communication Studies or Professional Writing or

Eight Units of Study in Communication Studies with 8 units of study in Professional Writing

## BACHELOR OF BUSINESS (COMPUTER SYSTEMS MANAGEMENT) (I)

Previously BBBS Bachelor of Business (Computer Systems Support)

**Course Code:** BBCM

**Campus:** Werribee, CUHK-Hong Kong.

### Course Objectives

The course aims to provide for students who specifically wish to obtain a professional qualification in managing the systems support of developers and users of Information Systems. The course will provide graduates with a sound knowledge and experience of both the conceptual foundations and practice of Information Systems.

### Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator. Delivery of the new course structure off-shore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Computer Systems Management</b> |              |        |         |                 |                  |                 |
| BCO1046 COMPUTER SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2040 MANAGING THE COMPUTING ENVIRONMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2041 SYSTEMS ANALYSIS AND DESIGN                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2043 MANAGING NETWORK INTEGRATION                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3040 MANAGING SYSTEMS DEVELOPMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>                     |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Professional Recognition**

Graduates meet the requirements for admission to membership of the Australian Computer Society.

**BACHELOR OF BUSINESS (ELECTRONIC COMMERCE) (I)**

**Course Code:** BBEC

**Campus:** Footscray Park, Sunway-Malaysia.

**Course Objectives**

The course aims to establish a broad foundation of business related and specialist knowledge and competencies necessary for success in the emerging field of electronic commerce.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator. Delivery of the new course structure off-shore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b> |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.                                  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (ELECTRONIC COMMERCE/INTERNATIONAL TRADE)**

Course Code: BBEN

Campus: Footscray Park.

**Course Objectives**

This course aims to develop knowledge and competencies in trade and electronic technology within a global commerce context.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b> |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b> |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>             |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/BACHELOR OF SCIENCE**

Course Code: BBES

Campus: Werribee.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both the appropriate field of science and of business. The double degree course will equip graduates with the skills to obtain employment in business and government, in major scientific organizations and elsewhere.

**Course Duration**

The course is offered over four years on a full-time basis or part time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any) and in mathematical methods (either). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Electronic Commerce + 2 Professional Development) and 16 Science Units of Study. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                        |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b> |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>    |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Specialisation Units of Study – Science**

192 Credit points taken from a science specialisation, with at least 48 credit points in units of study normally taken in the 3rd year of BSc degree and at least 72 credit points in units of study normally taken in the 4th year of a BSc Degree. Students will generally take a selection of units of study from one of the BSc courses offered by the Faculty of Health, Engineering and Science as advised by the course coordinator. Information regarding science units of study can be obtained from the Faculty of Health, Science and Engineering.

**BACHELOR OF BUSINESS (INFORMATION SYSTEMS) (I)**

**Course Code:** BBIS

**Campus:** Footscray Park, SIC-Singapore.

**Course Objectives**

The course aims to prepare students for entry into the Information Systems profession and the business world in general, with a combination of computing skills supported by minor specialisations in other business disciplines. Graduates will be well placed to follow a career path into a variety of middle management positions with professional society recognition.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator. Delivery of the new course structure off-shore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Information Systems</b> |              |        |         |                 |                  |                 |
| BCO1046 COMPUTER SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1103 WEB ENABLED BUSINESS SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2148 SYSTEMS ANALYSIS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3144 SYSTEMS DESIGN                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Elective**

Seven approved electives.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Professional Development Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## **BACHELOR OF BUSINESS (ELECTRONIC COMMERCE)/BACHELOR OF ARTS (MULTIMEDIA)**

Course Code: BBMU

Campus: Footscray Park.

### **Course Objectives**

The course aims to teach students the necessary skills to perform a wide range of electronic commerce activities in addition to developing a sound business education. The course also aims to produce intellectually well rounded graduates who have the professional and academic skills required to work in a variety of managerial, multi media and online settings.

### **Course Duration**

The course is offered over four years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate.

### **Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### **Course Structure**

As from 2008, the course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core + 7 Specialisation Electronic Commerce + 2 Professional Development) and 16 Multimedia Units of Study. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                        |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                       | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b> |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>    |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Multimedia</b>          |              |        |         |                 |                  |                 |
| ACM1004 DESIGN FOR MULTIMEDIA                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM1005 INTRODUCTION TO WEB DEVELOPMENT                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM1003 ANIMATION FOR MULTIMEDIA                           | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM1006 DIGITAL SOUND AND VIDEO                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM2003 INTERACTIVE PROGRAMMING                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACC1047 CULTURE AND COMMUNICATION                          | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM2008 DYNAMIC WEB DEVELOPMENT                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACC1048 MEDIA, CULTURE AND SOCIETY                         | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM3003 DVD AND SCRIPT DEVELOPMENT                         | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM3005 INDUSTRY AND EMPLOYMENT CONTENT                    | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM3004 GRADUATING PROJECT                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| ACM2007 INNOVATION TECHNOLOGIES, RESEARCH AND APPLICATION  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

### **Electives**

Four Communications Studies units of study, of which one may be substituted for a Unit of Study from Professional Writing, Media Studies or AESOL, and one may be substituted from a Unit of Study from Professional Writing or Media Studies.

**GRADUATE DIPLOMA IN BUSINESS COMPUTING****Course Code:** BGCC

Course is not available to commencing students.

**Campus:** City Flinders.**Course Objectives**

The course aims to provide in-School knowledge and skills in: the analysis and documentation of information needs, including data and program structures, data capture and reporting requirements; the evaluation, justification and use of information technology; the design and implementation of information systems, incorporating skills and techniques for each phase of the development life cycle; and the management of information resources, including project management and operations management.

**Course Duration**

The course is offered on a full-time basis over two semesters or on a part-time basis over four semesters. All units of study carry a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must normally have successfully completed a minimum of:

- (a) a three-year undergraduate degree, preferably in a business discipline other than Computing; or
- (b) an equivalent combination of substantial relevant experience and/or relevant education/training.

In order to fulfil the above requirements applicants may be required to undertake additional study as determined by the Course Co-ordinator.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                           |              |        |         |                    |                     |                    |
| BCO5653 BUSINESS INFORMATION SYSTEMS                 | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO5655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO5656 INFORMATION SYSTEMS PROGRAMMING              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6670 ENTERPRISE NETWORK SYSTEMS                   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

**Electives**

Two approved Electives

On completion of four approved units of study students may elect to exit the course and receive a Graduate Certificate in Business.

**GRADUATE DIPLOMA IN ENTERPRISE RESOURCE PLANNING SYSTEMS****Course Code:** BGER**Campus:** City Flinders.**Course Objectives**

The course aims to teach students the necessary computing and business skills to support the implementation and maintenance of enterprise resource planning systems and an understanding of the implications these types of systems have on a business.

**Course Duration**

The course is offered on a full-time basis over two semesters or on a part-time basis over four semesters. All units of study carry a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must normally have completed an approved degree or diploma in a business related area and be employed or intend to be employed in a position associated with enterprise resource planning systems. Applicants who do not have formal qualifications but have such training or work experience as to indicate the ability to undertake the course successfully may be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study</b>                                  |              |        |         |                    |                     |                    |
| BCO5501 BUSINESS PROCESS ENGINEERING                        | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO5650 ENTERPRISE E-COMMERCE                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO6624 ORGANISATION CHANGE MANAGEMENT                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

**Electives**

Two electives approved by the Course Co-ordinator.

Students who successfully complete four approved units of study students and elect to exit the course at that stage will be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.



**BACHELOR OF BUSINESS (HONOURS) (INFORMATION SYSTEMS) (I)****Course Code:** BHBC**Campus:** City Flinders.**Course Objectives**

The course aims to provide students with an awareness and understanding of the ethical and technical requirements of the Information Systems profession; and provide students with specialist knowledge and skills in the area of research.

**Course Duration**

The program is offered on a full-time basis over two semesters. It may be offered in part-time mode. Students must complete 96 credit points through academic study in order to graduate. The Research Project has a value of 48 credit points. All other units of study carry a value of 12 credit points.

**Admission Requirements**

To qualify for admission to the program the student will normally have completed an appropriate undergraduate degree with a credit average in results or equivalent.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                         |              |        |         |                 |                  |                 |
| BCO4652 BUSINESS RESEARCH METHODS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4701 RESEARCH PROJECT (FULL-TIME)                        | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| or  |              |        |         |                 |                  |                 |
| BCO4702 RESEARCH PROJECT (PART TIME)                        | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| Three units of study from:                                  |              |        |         |                 |                  |                 |
| BCO4501 BUSINESS PROCESS ENGINEERING                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4601 CURRENT ISSUES IN INFORMATION SYSTEMS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4603 ENTERPRISE RESOURCE PLANNING SYSTEMS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4646 SYSTEMS SUPPORT PROGRAMMING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4641 USER COMPUTING                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4642 SYSTEMS DEVELOPMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4643 KNOWLEDGE ENGINEERING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4644 OBJECT ORIENTATED PROGRAMMING AND DESIGN            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4645 INTERNETWORKING SYSTEMS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4653 MANAGEMENT OF INFORMATION TECHNOLOGY                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4654 DATABASE DESIGN                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4656 IT PROJECT MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4658 INTERNET COMMERCE                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4659 EXECUTIVE AND MOBILE COMPUTING                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4660 ENTERPRISE ELECTRONIC COMMERCE                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4661 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4662 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4672 THE INFORMATION SYSTEMS PROFESSIONAL                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO4673 USABILITY DESIGN FOR E-BUSINESS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**MASTER OF BUSINESS (ENTERPRISE APPLICATION INTEGRATION)****Course Code:** BMEA**Campus:** City Flinders.**Course Objectives**

The course aims to graduate students skilled in Enterprise Application Integration. One of the major issues facing many companies is the integration of their systems both internally and externally with business partners. The design, development, implementation and management of this integration are encompassed under the term Enterprise Application Integration.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Each student must obtain 144 credit points through academic study to graduate.

**Admission requirements**

To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language:

English Language Testing System:

- an overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BCO6676 BUSINESS INTELLIGENCE SYSTEMS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6656 IT PROJECT MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6677 XML FOR INFORMATION SYSTEMS INTEGRATION | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5501 BUSINESS PROCESS ENGINEERING            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6679 WEB SERVICES                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6678 IMPLEMENTING IS CHANGE                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6183 ENTERPRISE APPLICATION INTEGRATION      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|                         | Credit Point | EFTSL | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|-------------------------|--------------|-------|---------|-----------------|------------------|-----------------|
| <b>Electives</b>        |              |       |         |                 |                  |                 |
| Four approved electives |              |       |         |                 |                  |                 |

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

## MASTER OF BUSINESS (ELECTRONIC COMMERCE AND MARKETING)

**Course Code:** BMEK

**Campus:** City Flinders.

### Course Objectives

The course will introduce students to the principles of both electronic commerce and marketing, and the development of a synergy between them.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points with the exception of the MBA Minor Project which carries a total value of 24 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with e-commerce and marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BCO5650 ENTERPRISE E-COMMERCE               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6610 INTERNET TECHNOLOGIES IN BUSINESS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6616 BUILDING INTERNET COMMERCE SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6658 INTERNET COMMERCE                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5501 ELECTRONIC MARKETING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5502 SERVICES AND RELATIONSHIP MARKETING | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5503 MARKETING COMMUNICATION             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6666 GLOBAL MARKETING MANAGEMENT         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

and either:

#### Option A

Select four units of study from the following:

|  |    |        |   |       |         |         |
|--|----|--------|---|-------|---------|---------|
| BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT       | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BCO6503 MANAGEMENT INFORMATION SYSTEMS           | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BCO6645 INTERNETWORKING SYSTEMS                  | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS   | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BHO5504 BRAND AND PRODUCT MANAGEMENT             | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BHO6505 MARKETING MANAGEMENT                     | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BLB5512 E-COMMERCE AND THE LAW                   | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |

or

#### Option B

Two units of study from the list immediately above and

|   |    |        |   |       |       |         |
|---|----|--------|---|-------|-------|---------|
| BGP7705 MBA MINOR PROJECT (PART-TIME)<br>(EQUIVALENT TO TWO UNITS OF STUDY) | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
|---|----|--------|---|-------|-------|---------|

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Electronic commerce and Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)

**Course Code:** BMER

**Campus:** City Flinders, Jiaotong-Beijing, SIC-Singapore.

### Course Objectives

The course aims to: provide students with the knowledge, competencies and processes to ensure their employment within the field of Enterprise Resource Planning Systems (ERPs) upon graduation and/or enable progression to further study and research; develop and practice skills in written, oral and electronic communication and in the gathering, analysis and interpretation of data of all kinds relevant to ERPs; and develop problem solving skills which will enable graduates to demonstrate skills in the implementation and maintenance of ERPs as well as recognising the overall business context in which such systems are to be found.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each subject carries a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have successfully completed a degree or diploma, preferably and be employed in or intend to be employed in a position associated with ERP, or in the absence of formal academic qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Units of Study</b>   |              |        |         |                 |                  |                 |
| BCO5501 BUSINESS PROCESS ENGINEERING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study</b>   |              |        |         |                 |                  |                 |
| Select two units of study from the following   |              |        |         |                 |                  |                 |
| BCO5650 ENTERPRISE E-COMMERCE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY or a subject approved by the Course Co-ordinator plus | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Electives**

Four electives approved by the Course Co-ordinator.

On completion of eight approved units of study, students may elect to exit the course and receive a Graduate Diploma in Enterprise Resource Planning Systems. On completion of four approved units of study, students may elect to exit the course and be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.

**MASTER OF BUSINESS (INFORMATION SYSTEMS AND ENTERPRISE RESOURCE PLANNING SYSTEMS)**

Course Code: BMIE

Campus: City Flinders.

**Course Objectives**

This combined program offers students the benefits of two complementary areas of study. In addition to providing an extended advanced program of study in both theory and practice of information systems within a business environment, students are also provided with the knowledge, competencies and processes within the field of Enterprise Resource Planning Systems.

**Course Duration**

The course may be offered over two years on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language:

English Language Testing System

- an overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6656 IT PROJECT MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6671 INFORMATION SYSTEMS RESEARCH AND WRITING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5501 BUSINESS PROCESS ENGINEERING                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Electives**

Four electives from an approved information systems list and two electives from an approved ERP list as specified by the course co-ordinator.

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

**MASTER OF BUSINESS (INFORMATION SYSTEMS)**

Course Code: BMIS

Campus: City Flinders.

**Course Objectives**

The course aims to provide students with an extended advanced program of study in both the theory and practice of information systems within a business environment.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which equals 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with computing or in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The course comprises (a) twelve coursework units of study or (b) nine units of study and a thesis:

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Compulsory Units of Study</b>  |              |        |         |                    |                     |                    |
| BCO6656 IT PROJECT MANAGEMENT   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6671 INFORMATION SYSTEMS RESEARCH AND WRITING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Coursework Option</b>  |              |        |         |                    |                     |                    |
| Select eight units of study from the following list (four may be selected from a similar course): |              |        |         |                    |                     |                    |
| BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6185 EXECUTIVE AND MOBILE COMPUTING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6610 INTERNET TECHNOLOGIES IN BUSINESS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6616 BUILDING INTERNET COMMERCE SYSTEMS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6641 USER COMPUTING  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6642 SYSTEMS DEVELOPMENT   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6643 KNOWLEDGE ENGINEERING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6644 OBJECT ORIENTATED PROGRAMMING AND DESIGN  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6646 SYSTEMS SUPPORT PROGRAMMING   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6654 DATABASE DESIGN   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6645 INTERNETWORKING SYSTEMS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6659 DATABASE TRANSACTION SYSTEMS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6658 INTERNET COMMERCE   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6673 USABILITY DESIGN FOR E-BUSINESS   | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6670 ENTERPRISE NETWORK SYSTEMS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Thesis Option</b>  |              |        |         |                    |                     |                    |
| Five subjects from the above list and   |              |        |         |                    |                     |                    |
| BCO7700 THESIS (FULL TIME)  | 36           | 0.3750 | 2       | \$2,178            | \$2,723             | \$4,752            |
| or  |              |        |         |                    |                     |                    |
| BCO7701 THESIS (PART TIME)  | 18           | 0.1880 | 2       | \$1,092            | \$1,365             | \$2,382            |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Information Systems. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**MASTER OF BUSINESS (NETWORK MANAGEMENT)**

**Course Code:** BMNE

**Campus:** City Flinders.

**Course Objectives**

Information systems security, management of support services, and network administration are growth areas in the information systems field. This course aims to provide students the opportunity to gain a deeper understanding of these issues and the essential skills to manage these areas in a commercial environment.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy.

In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English language:

English Language Testing System

- an overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6656 IT PROJECT MANAGEMENT                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6670 ENTERPRISE NETWORK SYSTEMS           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6645 INTERNETWORKING SYSTEMS              | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6674 MOBILE INTERFACES                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6675 SECURITY MANAGEMENT                  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO6180 ERP SYSTEMS ADMINISTRATION           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

| Credit Point | EFTSL | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--------------|-------|---------|-----------------|------------------|-----------------|
|--------------|-------|---------|-----------------|------------------|-----------------|

**Electives**

Four approved units of study.

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

**DOCTOR OF PHILOSOPHY**

Course Code: BPPC

Campus: City Flinders

**Course Objectives**

The Doctor of Philosophy undertaken purely by research is available within the School of Information Systems. Academic staff with suitable qualifications and proven research skills supervise students undertaking information systems related projects.

**Course Duration**

The course normally requires three years of full-time study or part-time equivalent.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BCO8002 PHD RESEARCH (FULL TIME)<br>OR<br>BCO8003 PHD RESEARCH (PART TIME) | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
|  | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

**MASTER OF BUSINESS BY RESEARCH (BUSINESS COMPUTING)**

Course Code: BRAC

Campus: City Flinders

**Course Objectives**

The Master of Business by Research can be offered by the School of Information Systems. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**

The course normally requires two years of full-time study or part-time equivalent.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BCO9800 RESEARCH THESIS (FULL TIME)<br>OR<br>BCO9801 RESEARCH THESIS (PART TIME) | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
|  | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

**GRADUATE CERTIFICATE IN ENTERPRISE RESOURCE PLANNING SYSTEMS**

Course Code: BTER

Course is not available to commencing students.

Campus: City Flinders.

**Course Objectives**

The course aims to: provide students with the knowledge, competencies and processes to ensure their employment within the field of Enterprise Resource Planning Systems (ERPs) upon graduation and/or enable progression to further study and research; develop and practice skills in written, oral and electronic communication and in the gathering, analysis and interpretation of data of all kinds relevant to ERPs; and develop problem solving skills which will enable graduates to demonstrate skills in the implementation and maintenance of ERPs as well as recognising the overall business context in which such systems are to be found.

**Course Duration**

The course is offered on a full-time basis over one semester or part-time equivalent. All units of study carry a value of 12 credit points. Students must complete 48 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must have successfully completed a degree or diploma, preferably in a business related area. A limited number of places are made available for people who do not possess the required formal academic qualifications but who are able to demonstrate their suitability to undertake the course.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                   |              |        |         |                 |                  |                 |
| BCO5501 BUSINESS PROCESS ENGINEERING         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5502 CLIENT SERVER TECHNOLOGY             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO5647 APPLICATIONS PROGRAMMING TECHNIQUES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## SUBJECTS

Below are subject details for courses offered by the **School of Information Systems** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

### BCF9110 INTRODUCTORY COMPUTING (SERVICE SUBJECT)

**Campus** Werribee.

**Prerequisite(s)** Nil.

**Content** The introductory subject aims to give students a broad insight into the use and application of computers in the sciences. Topics covered include: computer systems, hardware and software, word processing, spreadsheets, databases, data communications, artificial intelligence, computers as a research tool, social implications of computing.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical Work, 50%; Examination, 50%.

### BCO1041 INTRODUCTION TO PROGRAMMING

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology – defining the problem, designing a solution, implementing the solution; algorithm design – pseudo-code, program control structures, modularisation, parameter passing; components of a program – data types, variables, constants, operators, functions, expressions, statements; program construction – creating the screens, coding, testing and debugging; accessing databases – tables, records, queries, record-sets and access methods; and program documentation.

**Required Reading** Zak, D., 1999, Programming with Visual basic 6.0, ITP.

**Recommended Reading** Bradley, J.C. and Millsaugh, A.C., 2002, Programming in Visual Basic 6.0, Update Edition (includes a copy of Microsoft Visual Basic 6.0, Working Model), McGraw-Hill. McKeown, P.G. and Piercy, C.A., 2002, Learning to Program with Visual Basic, 2nd Edition, Wiley. Robertson, L., 2003, Simple Program Design, 4th Edition, Thompson. Ekedahl, M. and Newman, W., 1999, Programming With Visual Basic 6.0, An Object Oriented Approach, ITP Course Technology. Shackleton, P. and McConville, D., 2000, Program Design through Visual Basic, 5th Edition, Data Publishing, Melbourne. Sprague, M., Phillips, A. and Nield, D.L., 2000, Microsoft Visual Basic 6.0: Introduction to Programming, South Western Education Publishing.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Final examination and tests, 50%.

### BCO1046 COMPUTER SYSTEMS

**Campus** Footscray Park, CUHK-Hong Kong.

**Prerequisite(s)** BCO1041 Introduction to Programming.

**Content** This unit of study aims to give students an overview of computer systems architecture, the role and use of operating systems on different platforms, and networking topologies. Topics include: Standard PC organisation and architecture for business systems; Memory devices and memory management; File systems and file management; User interfaces: Hardware interrupts and diagnostic tools; Standard Network topologies incorporating LANS and WANS. Students will undertake various practical activities involving both operating and networking systems software installation.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Baron, R. and Higbie, L., 1992, Computer Architecture, Addison Wesley. Deitel, M. H., 1990, An Introduction to Operating Systems, Addison-Wesley. Dowsing, R. and Woodhams, F., 1991, Computers from logic to architecture, Van Nostrand Reinhold, UK. Fitzgerald, J., 1990, Business Data Communications: Basic Concepts, Security, and Design, John Wiley. Flynn, Ida M. and McIver McHoes Ann, 1991, Understanding Operating Systems, Brooks/Cole Publishing Company.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests and examination, 60%; Assignments, 40%.

### BCO1048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The unit of study aims to introduce the concept of computer based information systems; to introduce the student to a range of techniques used in the development of business systems; and to provide practical skills in the development of computer based information systems. Topics include: systems theory, SDLC, development methodologies; analysis and design techniques, types of computer-based information systems, documentation techniques, CBIS architectures, introductory project management techniques.

**Required Reading** Satzinger, 2006, Systems Analysis and Design, edition 4E, Course Technology.

**Recommended Reading** Davis, W.S., 1994, Business Systems Analysis and Design, Wadsworth. Gibson, M.L. and Hughes, C.T., 1994, Analyses and Design: A Comprehensive Methodology with Case, Boyd and Fraser. Whitten, J.L., Bentley, L.D., Dittman, K.C., 2001, Systems Analysis and Design Methods, 5th-edn, McGraw-Hill. Senn, James P., 1995, Intro to Systems Analysis and Design, McGraw-Hill.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Final Examination, 50%; Tutorial Problems, 10%.

### BCO1102 INFORMATION SYSTEMS FOR BUSINESS

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to introduce students to the professional activities involved in developing and applying information systems and the nature and importance of the supporting information technology. The unit of study introduces students to the nature and types of information systems and their importance to business processes. The student is introduced to the hardware and software technology that lies at the heart of business information systems, and to the principles that need to be applied in the development and application of effective information systems in business.

**Required Reading** Current Available Textbook – Student to be advised.

**Recommended Reading** Nickerson, Robert, 2001, Business Information Systems, 2nd edn., Prentice Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, including development and documentation of a Database Solution to a business problem and an oral presentation, 40%; Final examination, 60%.

### BCO1103 WEB ENABLED BUSINESS SYSTEMS

**Campus** Footscray Park.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** This unit of study will introduce the place of IT in business and provide an overview to the four major areas, infrastructure, transactions systems, strategic systems and informational systems. It will provide an insight into the use and management of information for web-enabled businesses. It will examine issues surrounding the design, management and use of information technology interfaces that enable both internal and global communications and interaction.

**Required Reading** Sklar, J., 2006, Principles of WEB Design, 3rd Edition, Thomson, Boston. (<http://www.course.com/downloads/webwarrior/sklar3/>)

**Recommended Reading** Powell, T.A., 2002, Web Design: the complete reference, 2nd edition, Osborne, Berkeley, C.A. Pearson, K. and Saunders, C. (2006), Managing and Using Information Systems: A Strategic Approach (3rd Edition), Wiley: New York. Lawrence, E. et al, (2003), Internet Commerce, 3rd edition, Wiley, Sydney. Schnieder, Gary P., (2007), Electronic Commerce, 7th Edition, Thomson, Boston. Stover, A., Nielson, J., (2004), Email Newsletter Usability, Nielsen/Norman Group, CA. Chapman, N. & Chapman, J. (2006) Web Design: A Complete Introduction. Wiley, West Sussex, England. Nielsen, J. (2006) Prioritizing Web Usability. New Riders, Indianapolis, Indiana.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 60%; Tutorial assignments, class presentations, project, 40%.

## **BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology – defining the problem, designing a solution, implementing the solution; algorithm design – pseudo-code, program control structures, modularisation, parameter passing; components of a program – data types, variables, constants, operators, functions, expressions, statements; program construction – creating the screens, coding, testing and debugging; accessing databases – tables, records, queries, record-sets and access methods; and program documentation.

**Required Reading** Bradley, J.C. and Millspaugh, A.C., 2002, Programming in Visual Basic 6.0, Update Edition, McGraw-Hill.

Shackleton, P. and McConville, D., 2000, Program Design Through Visual Basic, 5th edn, Data Publishing, Melbourne.

**Recommended Reading** McKeown, P.G. and Piercy, C.A., 2002, Learning to Program with Visual Basic, 2nd Edition, Wiley. Robertson, L., 2003, Simple Program Design, 4th Edition, Thompson. Bradley, J.C. and Millspaugh, A.C., 2002, Programming in Visual Basic 6.0, Update Edition (includes a copy of Microsoft Visual Basic 6.0, Working Model), McGraw-Hill. Ekedahl, M. and Newman, W., 1999, Programming With Basic 6.0, An Object Oriented Approach, ITP Course Technology. Shackleton, P. and McConville, D., 2000, Program Design through Visual Basic, 5th Edition, Data Publishing, Melbourne.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final Examination and Tests, 50%; Assignments, 50%.

## **BCO2040 MANAGING THE COMPUTING ENVIRONMENT**

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** This unit of study aims to provide students with the skills necessary to plan the purchase of new/replacement equipment, cater for change in computer hardware and software, determine organisational standards, plan strategic changes, monitor system performance, prioritise system developments, and allocate resources effectively. Topics include: models of information systems maturity; roles in the computing environment; information technology department structures, stakeholders in information technology, role of an IS manager, ITIL service delivery and support; financial management for IT services: strategies for selection, recommendation and purchasing of hardware and software; paying for information technology, strategic planning and budgeting; introduction of new technology: user resistance, strategies for change management; planning installation of computing equipment; configuration management, availability management, capacity management; supporting users: types of support; managing and running a help desk, incident and problem management; peer support; information technology steering committees; training issues: types of training, planning training programs for users and support staff; selection of staff; security issues and threats to the computing environment; managing user's access and privileges; auditing the computing systems; managing use and abuse of corporate computing facilities, such as email and internet use.

**Required Reading** To be advised by lecturer.

**Recommended Reading** McNurlin, B. and Sprague, Ralph, 2002, Information Systems Management in Practice, 5th edn, Prentice Hall. Schiesser, R., 2002, IT Systems Management, Prentice Hall. Van Bon, J., et al., 2002, IT Service Management: an introduction, Van Haren Publishing.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Tutorial exercises and participation, 10%; Examination, 50%.

## **BCO2041 SYSTEMS ANALYSIS AND DESIGN**

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1048 Introduction to Business Systems Development.

**Content** This unit of study will aim to provide students with methods to formalise all aspects of systems analysis and design processes. It will develop student's abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Introduction to Business Systems Development. Students will learn to identify the full range of client needs including such needs as quality, usability, cost and time constraints. Topics include: Systems Design, Application Architecture And Modelling, Database Design, Output Design, Input Design, User Interface Design, Prototyping, Systems Construction And Implementation, Systems Operation And Support as well as Introductory Object-Oriented Analysis, Design And Modelling techniques.

**Required Reading** Satzinger, J., 2004, Systems Analysis and Design in a Changing world, 3rd edition, Thompson Learning.

**Recommended Reading** To be advised by the unit of study lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Examination, 60%.

## **BCO2042 DATABASE APPLICATIONS**

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1041 Introduction to Programming, BCO2149 Database Systems.

**Content** This unit of study will provide students with the knowledge and skills needed to fully develop an application that uses an industry standard database management package. Topics include: steps in application development, defining an application, designing a solution, creating the data model, features of the language, coding of modules, testing, and documentation.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Bradley J.C. and Millspaugh A.C., 2001, Advanced Programming Using Visual Basic 6.0, McGraw-Hill. Brockman, J.R., 1990, Writing Better Computer User Documentation, John Wiley and Sons. Kaner, C., Falk, J. and Nguyen, H.Q., 1993, Testing Computer Software, Van Nostrand Reinhold. Burrows, W.E. and Langford, J.D., 2000, Programming Business Applications with Microsoft Visual Basic 6.0, McGraw-Hill. Crown, J., 1992, Effective Computer User Documentation, Van Nostrand Reinhold.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project proposal, 15%; Completed project, 70%; Assignments, 15%.

## **BCO2043 MANAGING NETWORK INTEGRATION**

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1046 Computer Systems.

**Content** This unit of study aims to build on a student's understanding of network architectures and their relationship to a business organisation's communication needs. At the end of the unit of study a student should be able to make decisions and recommend solutions for an organisations communication requirements. Topics include: the need for network communications for a business organisation from a strategic point of view; survey of currently available LAN products; survey of currently available WAN services; network Standards-ISO, TCP/IP, SNA, OSI; integrating LANs with each other-standards and protocols; integrating LANs and WANs-standards and protocols; network design principles; network management principles; managing

the implications on business practices of the Internet; future trends in networking.

**Required Reading** Palmer, M.J. and Sinclair, R.B., 1997, Advanced Networking concepts, 1st edn, Thomas Nelson, Melbourne.

**Recommended Reading** Curle, K., 1996, Data Communications in Australia, Wiley. Fitzgerald, J., 1993, Business Data Communication, Wiley. Stallings, W. and Van Slyke, R., 1994, Business Data Communications, Macmillan.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 20%; Examination, 50%; Test, 30%.

## BCO2044 COMPUTING PRACTICE

**Campus** Werribee.

**Prerequisite(s)** BCO2040 Managing the Computing Environment, BCO2043 Managing Network Integration.

**Content** This unit of study seeks to create a learning environment blending theory and practice which nurture and encourage the student's capacity to develop and consolidate: ideas and concepts; professional skills; identification of potential job options; an understanding of his or her ultimate contributions to the field of computer system support; and contacts in the field.

**Required Reading** To be Advised.

**Recommended Reading** Emery, K.H., 1995, How to be a Successful Systems Manager in a PC Environment, McGraw-Hill.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Presentation, 20%; Supervisor Appraisal, 10%; Major Assignment, 60%; Resume/Seminar Participation, 10%.

## BCO2148 SYSTEMS ANALYSIS

**Campus** Footscray Park.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The aims of this unit of study are to provide students with: knowledge of the fundamental requirements to build information systems, the ability to apply current techniques and tools that are used to identify and document business systems requirements in accordance with user needs; an awareness of the purpose and Content of relevant documentation such as systems proposals and feasibility studies; and an understanding of the roles and responsibilities of the stakeholders involved in the development of business systems. Topics include: Systems Development Frameworks And The Systems Development Process; Methodologies; A Comparison Of Methodologies; Management Decision Making And Information Requirements; Nature and Types Of Information Systems; Nature, Purpose And Types of Models; Process And Information Modelling; Structured Analysis.

**Required Reading** Satzinger, J., Jackson, R., Burd, S., 2002, Systems Analysis and Design in a Changing World, 2nd Edition, Course Technology.

**Recommended Reading** Whitten, J. and Bentley, L. and Dittman, K., 2000, Systems Analysis and Design Methods, Fifth Edition, McGraw Hill. Hoffer, J., George, J., Valacich, J., 2002, Modern Systems Analysis and Design, Third Edition, Prentice-Hall, New Jersey. Dennis, A., Wixom, B.H., 2000, Systems Analysis and Design, 2nd Edition, John Wiley and Sons, Inc. Kendall, K., Kendall, J., 2002, Systems Analysis and Design, Fifth Edition, Prentice-Hall, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final Examination and Tests, 60%; Assignments, 40%.

## BCO2149 DATABASE SYSTEMS

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** Functions of a database management system; database management system models; data retrieval in relational database management system using SQL; database design incorporating normalisation, entity relationship modelling; database administration; distributed databases; data warehousing; database security.

**Required Reading** Gillenson, M., 2005, Fundamentals of Database Management Systems, John Wiley and Sons, USA.

**Recommended Reading** Hoffer, J.A., Prescott, M.B. and McFadden, F.R., 2005, Modern Database Management, 7th edition, Pearson

Prentice Hall, California. Rob, P. and Coronel, C., 2004, Database Systems: Design, Implementation and Management, 6th edition, Course Technology, USA. Mannino, Michael, 2003, Database, Design, Application Development and Administration, 2nd edition, McGraw-Hill, Singapore.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests and Assignments, 50%; Examination, 50%.

## BCO2444 STRATEGIC INFORMATION SYSTEMS

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems.

**Content** Information Systems have always been used for cost savings and more recently for adding value to products and services. These days, businesses are looking to achieve more from their use of information technology (IT). IT is being used as the cornerstone for businesses to expand; to inform alliances with suppliers, customers and even competitors; and to assist in discovering innovative ways in which to deliver their goods. This unit of study will introduce students to the basic theory of using IT for added value, and will explore using IT for the other strategic purposes of growth, innovation and alliance. It will also explore recent popular strategic IS applications.

**Required Reading** Ward, J. and Peppard, J., 2002, Strategic Planning for Information Systems, 3rd Ed, John Wiley and Sons, USA.

**Recommended Reading** Bernard H. Boar, 1994, Practical Steps for Aligning Information Technology with Business Strategies: How to achieve a Competitive Advantage, John Wiley and Sons, USA. D.E. Leidner (Preface), 1999, Strategic Information Management: Challenges and Strategies in Managing Information Systems, Butterworth-Heinemann, USA. Keri E. Pearson, 2001, Managing and Using Information Systems: A Strategic Approach, John Wiley and Sons, USA. James V. McGee, Laurence Prusak, Philip J. Pyburn, 1993, Managing Information Strategically: Increase Your Company's Competitiveness and Efficiency by Using Information as a Strategic Tool, John Wiley and Sons, USA. Carl Shapiro, Hal R. Varian, 1998, Information Rules: A Strategic Guide to the Network Economy, Harvard Business School, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 60%; Tutorial assignments, class presentations, written papers, 40%.

## BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** This unit of study aims to prepare students to take an active role in the planning, implementation and maintenance of electronic commerce based hardware and systems software. Topics include: basic data communications concepts; basic transports and hardware; internet protocols used in electronic commerce; cryptography and security technologies; location technologies; information retrieval technologies; world wide web technologies; world wide web application tools; setting up a web server.

**Required Reading** Naik, Dilip C., 1998, Internet Standards and Technologies, Redmond Washington, Microsoft Press.

**Recommended Reading** Garfinkel Simson, 1997, Web Security and Commerce, O'Reilly and Associates, Cambridge. Kalakota, Ravi and Whinston, Andrew B., 1997, Electronic Commerce: A Manager's Guide, Addison-Wesley. Stein, Lincoln D.M., 1997, How to Set Up and Maintain a Web Site, 2nd Edn, Addison-Wesley Longman, Reading Massachusetts. Treese G. Winfield, and Stewart, Lawrence C., 1998, Designing Systems for Internet Commerce, Addison-Wesley Longman, Reading Massachusetts.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignment, 30%; Test, 20%; Examination, 50%.



## BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The unit of study aims to prepare students to take an active role in the planning, preparation and maintenance of electronic commerce data transfer systems for use between businesses, organisations and other bodies. Topics include: business models underlying electronic commerce applications; organisational applications: overview of electronic commerce applications in the business and government; consumer-business, business-business and intra-organisational electronic commerce; electronic commerce interfaces in the supply chain; implementing EDI and other B2B approaches; electronic transaction models; methods to evaluate success through traffic analysis metrics and other techniques; analysis and design of EC systems; development tools and templates.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Whiteley, David, 2000, E-Commerce: Strategy, Technologies and Applications, Mc-Graw Hill. Lawrence, Elaine, Corbitt Brian, Newton Stephen, Braithwaite, Richard, Parker Craig, 2002, Technology of Internet Business, John Wiley and Sons. Turban, E., King, D., Lee, J. and Chung, H.M., 2002, Electronic Commerce: A Managerial Perspective, Prentice Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignments (approx 3000 words), 30%; Tutorial exercises, 10%; Tests, 10%; Examination, 50%.

## BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1041 Introduction to Programming, BCO2149 Database Systems, BCO2500 Electronic Commerce Technologies, BCO2501 Electronic Commerce Business Interfaces.

**Content** The unit of study will introduce to the students effective designs and structures for documents required for the transmission and retrieval of information for conducting business electronically. It also aims to provide a knowledge of various programming languages for developing, installing, maintaining and testing web pages and electronic documents that will incorporate text, graphic images, video and audio. Topics include: the concepts of good and bad web page design, basic HTML, creating links, text formatting, incorporating sound and images, creating tables and frames, making the pages interactive with JavaScript and CGI scripting, introducing Java applets and programming in Java, culminating in the production of a web based application.

**Required Reading** Lemay, L., 1996, Web Publishing with HTML, Sams.net Publishing, USA.

**Recommended Reading** Dietal, H.M. and Dietal, P.J., 1997, Java How to Program, Prentice Hall International Inc, New Jersey. Goodman, D., 1996, Java Script Handbook, IDG Books, Worldwide, Inc. Pew, J., 1997, Instant Java, The Sunsoft Press, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignments (approx 2,500 words), 25%; Practical assignment, 25%; Examination, 50%.

## BCO2503 TRANSPORTATION INFORMATION SYSTEMS

**Campus** Werribee.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** This unit of study aims to give students an appreciation of Enterprise Resource Planning Systems and the role these systems play in supporting an organisation's information needs, focusing on the extended supply chain. Issues associated with selection implementation and administering these types of systems will be covered. Topics include: types of information systems implemented within organisations; the strengths and weaknesses of current information systems; Enterprise Resource Planning Systems; the role of Enterprise Resource Planning Systems in supporting business processes and extended supply chain; the role of Enterprise Resource Planning Systems in supporting the transportation chain; the selection and implementation of Enterprise Resource Planning Systems; future

trends including the role of Electronic Commerce in transportation and distribution.

**Required Reading** Loginsky, S., 1998, Enterprise Wide Software Solutions, Integration Strategies and Practices, Addison Wesley.

**Recommended Reading** Curran, T., Keller, G., 1998, SAP R/3 Business Blueprint, Prentice Hall, .

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment and Case Studies, 50%; Final examination, 50%.

## BCO3001 MANAGING IT SERVICE SUPPORT

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The following topics will be covered: Help Desk Concepts: CCM models and theory; Help Desk Operations; Help Desk Roles and Responsibilities; Help Desk Processes and Procedures; Help Desk Tools and Technologies; Performance Measures; IT Client Support and Management as a Profession; ITIL Service Support processes: service desk, incident, problem, change, release and configuration management. BS 12000 IT Service Management standard and ITIL.

**Learning Outcomes** At the completion of this subject students should: be able to place the operational and management processes in context ; be able to analyse the operation of an service/help desk; be able to organise and effectively manage a service/help desk; be able to apply ITIL guidelines for the management of an IT service/help desk; have gained a greater understanding of the role and responsibilities of the Service Desk Manager.

**Required Reading** Knapp, D., 2003, A guide to help desk concepts, 2nd Edition, Course Technology, Canada.

**Recommended Reading** OGC – Office of Government Commerce, 2003, ITIL: Planning to Implement Service Management, TSO. McBride, D., 2000, A Guide to Help Desk Technology, Tools and Techniques, Course Technology. Beisse, F., 2001, A Guide to Computer User Support for Help Desk and Support Specialists, 2nd Ed, Thompson. Wallace, C. and Hetherington, J., 2003, The Complete Guide to Call and Contact Centre Management, Penguin.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Tutorial exercises and participation, 10%; Examination, 50%.

## BCO3040 MANAGING SYSTEMS DEVELOPMENT

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BCO2041 Systems Analysis and Design, BCO2148 Systems Analysis, BCO3144 Systems Design.

**Content** The unit of study aims to provide students with an understanding of project management issues associated with the development of IT systems. This includes Project identification and selection, Project Planning, Project Monitoring and Control, and Project Termination. Topics include: Strategic IT systems and the alignment with business goals, the identification of project phases and task, estimation techniques, resource allocation, tendering processes, project quality, risk assessment, version control, project change management and communication. On completion of this unit of study students should be able to: Recognise the problems associated with the management of IT projects; Describe the measures that can be undertaken to reduce the risks of an IT project failing; Use a range of computer-based project management tools; Develop estimations of project costs and assess the risk involved.

**Required Reading** Schwalbe, Kathy, 2004, Information Technology Project Management, Third Edition, Thomson (Course Technology), Canada.

**Recommended Reading** Daniels, N. Caroline, 1994, Information Technology: The Management Challenge, Addison-Wesley, Great Britain. Thomsett, Rob, 1989, Third Wave Project Management: A Handbook for Managing the Complex Information Systems for the 1990's, Prentice Hall, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Case Study, 30%; Presentation, 20%.

## BCO3042 CONTEMPORARY DEVELOPMENTS IN INFORMATION SYSTEMS

**Campus** Werribee, CUHK-Hong Kong.

**Prerequisite(s)** Nil.

**Content** This unit of study will explore new and emerging technologies and processes, which are emerging. Topics will be of current concern within the information systems community with special attention to those topics relevant to graduating students. Site visits and guest speakers could be used in the delivery of this unit of study. Indicative of the sort of topics to be considered are: new operating environments, new methodologies, Business Process Re-engineering, GIS, legacy systems, and the electronic commerce. The unit of study matter is to be determined on a year by year basis by the School in consultation with relevant industry advisory panels.

**Required Reading** To be advised by Lecturer.

**Recommended Reading** Recent proceedings of Australian Information System Conferences. Students are expected to use library resources and electronic databases to locate information. Recent issues of the computer supplement in The Age and The Australian.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Approximately 5000 words in two assignments, 100%. An oral presentation for each assignment is required. Class participation and attendance is required.

## BCO3043 DATABASE DEVELOPMENT FOR BUSINESS

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BCO2149 Database Systems.

**Content** This unit of study aims to provide advanced knowledge and skills in designing and using relational database systems. Content: Creation of views for security purposes; use of constraints in relational databases; database transactions including read consistency and locking rows for update; controlling access by creating user accounts, roles and privileges; advanced database administration; procedural SQL programming including cursors, exceptions, composite data types, procedures, functions and packages.

**Required Reading** Shah, N., 2005, Database Systems Using Oracle: A Simplified Guide to SQL and PL/SQL, 2nd edition, Pearson Prentice Hall, Sydney.

**Recommended Reading** Casteel, J., 2003, Oracle9i Developer: PL/SQL Programming, Course Technology, Australia. Pratt, P.J., 2003, A Guide to SQL, 6th edition, Course Technology, Thomson Learning, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment and tests, 40%; Final examination, 60%.

## BCO3044 WEB ENABLED BUSINESS RESEARCH

**Campus** Footscray Park.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems.

**Content** This unit of study will provide students with the opportunity to utilise the Internet both as an information resource and as a means of performing collaborative work exercises. The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Students will be required to develop a research mini-proposal to conduct a small study in a small study in a chosen theme area.

**Required Reading** Ticehurst, G. W. and Veal, A. J., 2000, Business Research Methods: A Managerial Approach, Pearson Education, French Forest, NSW. Williamson, Kirsty, 2000, Research Methods for Students and Professionals, Centre for Information Studies, Charles Sturt University, Wagga Wagga.

**Recommended Reading** Journal articles as deemed appropriate. Zikmund, William G., 2000, Business Research Methods 6th edn, Harcourt, Inc, Orlando. Leedy, Paul D., Ormrod, Jeanne E., 2001, Practical Research: Planning and Design 7th edn, Prentice-Hall, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Writing exercises, Research Proposal, Presentation and

other Assessment tasks as deemed appropriate, 100%. Assessment will be both teamwork exercises and individual components.

## BCO3144 SYSTEMS DESIGN

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Co-requisite(s)** BCO2148 Systems Analysis, BCO2149 Database Systems.

**Content** Project management: PERT. Database design: logical design to physical design. Design methodologies, design techniques, design evaluation. User interface design: input/output design, prototyping, usability and usability testing. Prototyping: CASE, use software tools to develop physical user model. System security and control. Software design techniques: structured design, module specification, coupling, cohesion, transform and transaction analysis. Quality assurance: walkthroughs, team reviews. Testing: unit integration, systems, acceptance.

**Required Reading** Cambell, G., 1993, The Little Black Book, Victoria University. Whitten, J.L. and Bentley, L.D., (1998 or 2000), Systems Analysis and Design Methods, 4th or 5th edition, Irwin McGraw-Hill.

**Recommended Reading** Bruch, J.G., 1992, Systems Analysis, Design, and implementation, USA. De Marco, T., 1979, Structured Analysis and System Specification, Yourdon Press, Englewood Cliffs, New Jersey. Brooks, F.P., 1995, The Mythical Man Month-Essays on Software Engineering, Addison-Wesley. De Marco, T., 1982, Controlling Software Projects – Management, Measurement and Estimation, Yourdon Press, Englewood Cliffs, New Jersey. Hoffer, A.H., George, J.F., and Valacich, S.V., 1999, Modern Systems Analysis and Design, Addison-Wesley.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 50%; Assignments, 50%.

## BCO3148 INTERNET PROGRAMMING FOR BUSINESS

**Campus** Footscray Park.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems, BCO1147 Introduction to Programming Concepts.

**Content** The Web pervades just about all aspects of business, education and much of our daily lives, and this unit of study targets this exciting and revolutionary area. The Web provides a far different environment than traditional systems development, and this unit of study extends basic concepts covered in BCO1103 and develops the students knowledge and skills in programming and data interchange within the framework of the Web environment.

**Required Reading** Deitel, H.M., Deitel, P.J., Nieto, T.R., 2004, Internet and World Wide Web How to Program, 3rd edn, Prentice Hall.

**Recommended Reading** Heinle, Nick, Pena, Bill, O'Reilly, 2001, Designing with JavaScript, 2nd edn. McLaughlin, Brett, O'Reilly, 2001, Java and XML: Solutions to Real-World Problems, 2nd edn. Musciano, C. Kennedy, B., O'Reilly, 2001, HTML and XHTML: The Definitive Guide, 4th edn. Keyton Weissinger, A. O'Reilly, 2000, ASP in a Nutshell.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Semester assignments and tests, 40%; Final examination, 60%.

## BCO3149 COMPUTER PROJECT

**Campus** Footscray Park.

**Prerequisite(s)** BCO3150 Systems Implementation.

**Content** The project represents the culmination of a student's study in information systems and will normally be the last unit of study taken in the degree.

**Required Reading** Current Available Textbook-Students to be advised.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Project Deliverables, 90%; Oral presentation, 10%.

**BCO3150 SYSTEMS IMPLEMENTATION**

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BCO2502 Developing Electronic Commerce Systems OR BCO3144 Systems Design.

**Content** As the third part of the analysis-design-implementation cycle, this unit of study aims to enable students to develop skills and strategies for the implementation of computer-based information systems. Other topics will include: the transfer of data between microcomputer applications, IS project management, version control, the management of change, system documentation, user-training, and testing strategies. Particular emphasis will be given to the ethical issues associated with the development and implementation of IS systems.

**Required Reading** Current available textbook-Students to be advised.

**Recommended Reading** Whitten, J.L. and Bentley, L.D., (1998 or 2000), Systems Analysis and Design Methods, 4th or 5th Edition, McGraw-Hill.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Final examination, 30%.

**BCO3248 OPERATING SYSTEMS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1102 Information Systems for Business.

**Content** The aim of this unit of study is to provide students with an understanding of operating system fundamentals and the relationship of an operating system to application software; and to compare a variety of different operating systems. Topics include: overview of operating systems; organisation and architecture; layers and interfaces; memory management; processor and process management; multiple processor systems; concurrency and synchronisation; input/output device management; and file management.

**Required Reading** Flynn, I. and McHoes, 1991, Understanding Operating Systems, Thomas International Publishing.

**Recommended Reading** Deitel, H.M., 1990, Operating Systems, Addison-Wesley. Silberschatz, A., Galvin, P., 1994, Operating System Concepts, Addison-Wesley. Davis, W.S., 1987, Operating Systems A Systematic View, Addison Wesley. Tanenbaum, A.S., 1987, Operating Systems: Design and Implementation, Prentice-Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Final Examination and Tests, 60%.

**BCO3345 OBJECT ORIENTATED SYSTEMS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1147 Introduction to Programming Concepts, BCO2148 Systems Analysis.

**Content** Object Oriented technology has become a major focus of program design and development and plays an important role in IS studies. This unit of study extends the study of basic programming principles introduced in BCO1147 and Continues the development of the student's theoretical knowledge and practical skills within the framework of an Object Oriented development environment. Theoretical concepts are reinforced with appropriate practical work using an appropriate Object Oriented language. Object Oriented concepts. Development using the Object Oriented Paradigm. Event Models for the development environment. Balancing Graphical User Interfaces within the OO paradigm. Programming in an appropriate OO language (eg. Java.) Object Oriented Programming with database access. An overview of software OO engineering principles.

**Required Reading** Campione, M., Walrath, K., Huml, A., The Java Tutorial, 3rd Edition.

**Recommended Reading** Deitel and Deitel, 2002, Java How To Program, 4th edn, Prentice Hall. Flanagan, D., 1999, Java in a nutshell, 3rd edn, Cambridge: O'Reilly. Sun JDK API documentation(strongly recommended): <http://java.sun.com/j2se/1.3/docs/api/index.html>, Wu, C. Thomas.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Semester assignments, 40%; Final Examination and tests, 60%.

**BCO3348 KNOWLEDGE MANAGEMENT TECHNOLOGIES**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems.

**Content** Knowledge is increasingly regarded as the most important asset for organisational success and consequently, knowledge management is gaining wider recognition as an important area of study. This unit of study is designed to enable students to gain an appreciation of sources of knowledge, the underlying principles of knowledge management, and to obtain the necessary skills for knowledge to be successfully captured, maintained and used within an organization. They will not only 'know-what' but will also gain the 'know-how' to put that knowledge into practice. It will enable students to move from an appreciation of what knowledge is, to be able to form communities of practice where what is being communication is actually being used in practice.

**Required Reading** Skyrme, David J., 1999, Knowledge networking: creating the collaborative enterprise, Butterworth Heinemann, Oxford.

**Recommended Reading** Brown, J.S. and Duguid, P., 2000, The Social Life of Information, Harvard Business School Press. Bush, Vannevar, 1945, As We May Think, The Atlantic Monthly July, Vol 176, No. 1, pp. 101 – 108. Davenport, T.H. and Prusak, L., 2000, Working Knowledge: How Organisations Manage What They Know, Harvard Business School Press. Housel, Thomas and Bell, Arthur H., 2001, Measuring and Managing Knowledge, McGraw-Hill, Boston. Sauter, Vicki L., 1997, Decision Support Systems: an applied managerial approach, Wiley, New York.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 50%; Tutorial assignments, class presentations, written papers, project, 50%.

**BCO3350 ERP PROGRAMMING CONCEPTS**

**Campus** Footscray Park.

**Prerequisite(s)** BCO1147 Introduction to Programming Concepts.

**Content** This unit of study aims to extend the knowledge of introductory programming concepts and techniques by providing students with practical experience in programming in an Enterprise Resource Planning System (ERP) environment.

**Required Reading** Current available textbook – Students to be advised.

**Recommended Reading** Greenwood, K., 1999, Sams Teach Yourself ABAP/4 In 21 Days, Sams, USA. Keller, H. and Kruger, S., 2002, ABAP Objects: An Introduction to Programming SAP Applications, SAP Press and Addison-Wesley, USA. Matzke, B., 2001, ABAP/4 Programming in The SAP R/3 System, 2nd Edn, Addison-Wesley, USA. Hoffman, T., 1990, Writing SAP ABAP/4 Programs, McGraw-Hall, USA. Bruyn, G. and Lyfareff, R., 1998, Introduction to ABAP/4 Programming For SAP, Prima Publishing, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical assignments, 40%; Final examination, 60%.

**BCO3357 DATA STRUCTURES FOR BUSINESS PROGRAMMING**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BCO1147 Introduction to Programming Concepts.

**Content** Data structure techniques play an important role in the successful implementation of most IS systems. The incorrect application of such techniques can be devastating to the success of such computer systems, thus the study of Data structures is an important component of any IS course. The aim of this unit of study is to give students an appreciation and understanding of the interrelationship between data structures and efficient algorithms. This unit of study extends the basic knowledge and principles introduced in BCO1147 within the framework of an industry standard development language. **Content** is: Algorithm Design Designing Solutions for medium to large programs Parameter passing techniques Data Structure techniques Recursive techniques File design Relationship between application programs and Databases.

**Required Reading** Dietel and Dietel, C., How to Program, 3rd Edition, Prentice-Hall.

**Recommended Reading** Burch, J.G., 1992, Systems Analysis, Design, and Implementation, Boyd and Fraser Publishing Co., USA.

House, R., 1994, Beginning With C. An introduction to Professional Programming, Thomas Nelson. Kelley and Pohl, 1998, A Book on C, 4th Edition, Addison Wesley. Kelly, A. and Pohl, I., 1992, C by Dissection. The Essentials of C Programming, Benjamin Cummings. Knapp, J., 1989, Data Structures for Business Programming, McGraw-Hill.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Final examination, 60%; Assignments, 40%.

### BCO3443 THE INFORMATION PROFESSIONAL

**Campus** Footscray Park, CUHK-Hong Kong.

**Prerequisite(s)** BCO1102 Information Systems for Business OR BCO2040 Managing the Computing Environment.

**Content** This unit of study examines the diverse role of the Information Professional, focussing on the skills and knowledge required for responsible and effective collecting, managing and communicating of information in supervisory, support and/or management positions. This unit of study addresses the technical, communications and interpersonal skills required by all information professionals to work effectively and ethically in contemporary business environments. Portfolio development and Core Graduate Attributes analyses.

**Required Reading** Current available textbook – Students to be Advised.

**Recommended Reading** Campbell, Gordon, 1993, The Little Black Book, Victoria University of Technology. Kizza, J.M., 1998, Ethical and social issues in the information age, Springer, New York. Arnold, D., Niederman, F., 2001, The Global IT Workforce, Volume 44, No. 7, pp30-33., Comms of the ACM. Hester, D.M. and Ford, P.J., 2001, Computers and Ethics in the Cyberage, Prentice Hall. Johnson, D.G., 2001, Computer Ethics, 3rd edn, Prentice Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Group work, assignments and presentations, 60%; Examination, 40%.

### BCO3445 ENTERPRISE INFORMATION SYSTEMS

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BCO1103 Web Enabled Business Systems.

**Content** The unit of study aims to provide students with an understanding of the nature of information systems management and planning and the purpose, methods and techniques of information requirements analysis and planning; an understanding of the importance of business processes and their relationship to information systems inside and outside the enterprise; an appreciation of the importance of business process integration and the emerging use of the WEB for internal and external information sharing via intra/inter organisational information systems; an appreciation of the development of ERP systems for internal process optimisation and EAI for the integration of internal and external information systems.

**Required Reading** Sandoe, K., Corbit, G. and Boykin, R., 2001, Enterprise Integration, Wiley-VCH.

**Recommended Reading** Curran, T., 2001, SAP R/3, Business Blueprint-Understanding the Supply Chain, Prentice Hall. Cats-Baril, William, 2001, Information Technology and Management, Irwin. Scott-Morton, M.S., 1991, The corporation of the 90's, Oxford University Press, New York. Wysocki, R., Demichiel, R., 1997, Managing Information Across the Enterprise, Wiley and Sons, New York. Alter, S., 2002, Information Systems – A Management Perspective, Addison-Wesley, Massachusetts.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Part 1. Information Requirements Assessment with CSF's, 15%. Part 2. Enterprise Information Systems, Issue, 15%. Part 3. Enabling Business Processes through ERP, 20%. Examination, 50%.

### BCO4501 BUSINESS PROCESS ENGINEERING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is concerned with the strategic and organisational issues of process and workflow management and the

use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches used to understand, analyse, and implement efficient business processes. Workflow modelling techniques, process modelling techniques, and procedure models will be presented and practiced. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, reorganising and implementing processes in a typical business organisation.

**Required Reading** Keller, G., and Teufel, T., 1998, SAP R/3 Process Oriented Implementation: Iterative Process Prototyping, Addison Wesley.

**Recommended Reading** Curran, Thomas, and Keller, Gehard, 1998, SAP R/3 Business Blueprint, Prentice-Hall PTR. Keller, G. and Teufel, T., 1998, SAP R/3 Process Oriented Implementation, Addison Wesley.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

### BCO4601 CURRENT ISSUES IN INFORMATION SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will develop students' knowledge base and conceptual abilities in an area of information systems. The Content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with staff expertise and availability.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Recent issues information: Age, IDG Communications, Communications of the ACM, Association for Computing Machinery, Computer, IEEE Computer Society.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

### BCO4603 ENTERPRISE RESOURCE PLANNING SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study investigates the use of integrated computer-based information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation's information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation's various business processes.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Bancroft Nancy, Seip Heening, and Sprengel Andrea, 1998, Implementing SAP R/3M, Manning. Curran Thomas, Keller Gerhard, 1998, SAP R/3 Business Blueprint, Prentice Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** 2000 word case study, 25%; 2000 word research project, 25%; System design and implementation project (practical), 50%.

### BCO4641 USER COMPUTING

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content** Rise of user computing; development of user computing; classification of users. User environments and user needs; office and work environments. User application development; types of applications, Assessment of user developed applications. Managing user computing; benefits, factors for success, concerns and fundamental decisions, costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting users:

information centres, trouble shooting, controlling user computing, prompting user computing, selection of tools, software and hardware. user training: skills hierarchy, training principles, types of training, provision of training, training issues, skills versus concepts.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 75%; Presentations, 25%.

## BCO4642 SYSTEMS DEVELOPMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to investigate information systems and systems development in School to provide the student with a comparative framework for and knowledge of several development methodologies. The nature, purpose limitations and management of system development methods. Underlying philosophies; deterministic or evolutionary, hard systems development, soft systems development.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Chen, P.P., 1976, The Entity Relationship Model-Toward a Unified View of Data. Codd, E.F., 1990, The Relational Model for Database Management: Version 2, Addison-Wesley, Reading, Massachusetts. Martin, James, 1990, Information Engineering, Volumes 1-3, Prentice Hall. Rumbaugh, J., 1999, Object Oriented Modelling and Design, Prentice Hall. Yourdon, Edward, 1989, Modern Structured Analysis, Prentice Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO4643 KNOWLEDGE ENGINEERING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The adoption of knowledge based systems in the commercial world has given rise to a number of practical issues. Among these are, improved techniques for knowledge acquisition, design, documentation, maintenance and validation of knowledge based systems. This unit of study aims to present a practical view of the knowledge acquisition process, its methodologies and techniques in order to enable its students to develop expert system knowledge bases more effectively. Basic concepts and terminology; sampling expert systems; identifying and tapping knowledge; conceptualising knowledge acquisition, knowledge acquisition modes, approaches, stages and process, impediments to effective knowledge acquisition; verification and validation procedures; documentation requirements.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Turban, E., 1992, Expert Systems and Applied Artificial Intelligence, MacMillan.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO4644 OBJECT ORIENTATED PROGRAMMING AND DESIGN

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Au, E., et al, 1996, Java Programming Basics, MIS Press. Booch, Rumbaugh and Jacobson, 1999, The Unified Modelling Language Guide, Addison-Wesley. Horstman, C., 1998, Computing Concepts with Java Essentials, Wiley. Lemay, L., 1997, Java 1.1 Interactive Course, Waite Group Press. Manning, M., 1997, Teach Yourself J Builder in 14 Days, Sams.net.Publishing.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment/Project development using UML modelling and object oriented programming, 100%.

## BCO4645 INTERNETWORKING SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internetworked LANs; internetworking within a WAN context; internetwork with bridges; routers; gateways; WAN protocols; designing and implementing an internetworked system; internetwork management; future trends.

**Required Reading** Gallo, Michael A. and Hancock, William, M., Computer Communications and Networking Technologies, 1st edition, Thomson Learning/Brooks Cole.

**Recommended Reading** Palmer, Michael, J. and Sinclair Robert, B., 1997, Computer Networking Concepts, 1st Edition, Thomas-Nelson, Melbourne. Peterson, Larry L. and Bruce, S., 2000, Computer Networks-A System Approach, Morgan and Kaufman. Shay, William A., Understanding Data Communications Networks, 2nd edition, ITP, Brooks/Cole.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 10%; Test, 40%; Assignments, 50%.

## BCO4646 SYSTEMS SUPPORT PROGRAMMING

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** Overview of computer organisation, operating systems and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Irvine, Kip R., 1993, Assembly Language for the IBM-PC, Maxwell Macmillan. Brey Barry, 1992, The Intel Microprocessors, Macmillan. Socha, John and Norton, Peter, 1993, Assembly Language for the PC, Brady. Thorne, Michael, 1991, Computer Organisation and Assembly Language Programming for IBM PC's and Compatibles, Benjamin Cummings. Tischer Michael, PC System Programming Abacus (PATRONICS).

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO4652 BUSINESS RESEARCH METHODS

**Campus** Footscray Park, City Flinders

**Prerequisite(s)** Nil.

**Content** The purpose of the unit of study is to provide students with a firm foundation from which they can undertake a research problem. For the duration of the semester guidance will be given to students for the identification of a research problem. Instruction will be provided which will enable students to perform effective literature reviews. Students will be presented with various models of methodology and assist with designing an appropriate method for their research. Students will be trained in the analysis and presentation of results, exposition of processes and methods used and conclusions drawn. Guidelines outlining the preparation and writing of a research thesis will be provided at the conclusion of semester.

**Required Reading** Management Plan for Research and Professional Practice, School of Information Systems, Victoria University of Technology.

**Recommended Reading** Research Degrees – Regulations and Guide for Students and Supervisors, Victoria University of Technology. Allen, G.R., 1973, A Graduate Student's Guide to Theses and Dissertations, Jossey-Bass Pub, Washington DC. Madsen, D., 1983, Successful Dissertations and Theses: A Guide to Graduate Student Research from Proposal to Completion.

**Class Contact** Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules: or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; proposal, 50%.

## **BCO4653 MANAGEMENT OF INFORMATION TECHNOLOGY**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A framework for the management of information technology. Management issues may include the strategic use of information technology, information technology architectures, information systems planning, information technology investments, security and privacy and outsourcing.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Caston, A. and Tapscott, D., 1993, *Paradigm Shift: The New Promise of Information Technology*, McGraw Hill. Kanter Jerome, 1992, *Managing with Information*, Prentice Hall. Keen, Peter G., 1991, *Shaping the Future: Business Design Through Information*, Harvard Business School.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Presentations, 30%.

## **BCO4654 DATABASE DESIGN**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A selection of the following topics within a data warehouse development Content will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Brackett, M.H., 1996, *The Data Warehouse Challenge Taming Data Chaos*, Wiley Computer Publishing, New York. Inmon, W., 1996, *Building the Data Warehouse*, Wiley, USA. Korth, H.F. and Silberschatz, A., 1991, *Database System Concepts*, 3rd Edition, McGraw Hill, New York. Poe, V., 1996, *Building a Data Warehouse for Decision Support*, Prentice Hall, New Jersey. Simsion, G., 1993, *Database Modelling Essentials Analysis, Design and Innovation*, Van Nostrand Reinhold, New Jersey.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## **BCO4656 IT PROJECT MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to give computing students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It aims to show how knowledge of the appropriate application of such skills is becoming vital to information technology professionals in the performance of their many functions in an organisation. Topics include: project management fundamentals, project management software tools, defining the problem, developing the project plan and schedule, building the project team, implementation difficulties, management of conflict, cost control, reporting on project status, project management methodologies, software engineering projects, case studies.

**Required Reading** Tatnall, A., 2002, *A Guide to Microsoft Project*, Data Publishing, Melbourne. Marchewka, J., 2003, *Information Technology Project Management: Providing Measurable Organizational Value*, Wiley, USA.

**Recommended Reading** Turner, Rodney, 1993, *The Handbook of Project-Based Management*, McGraw Hill, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Case Study, 40%; Presentations, 20%.

## **BCO4658 INTERNET COMMERCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include:- an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies; internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.

**Required Reading** Turban, E., King, D., Lee, J. and Viehland, D., 2004, *Electronic Commerce A Managerial Perspective*, Prentice Hall International, New Jersey.

**Recommended Reading** Blankenhorn, D., 1998, *Web commerce: Building a Digital Business*, Wiley, New York. Lawrence, E., et al, 1998, *Internet Commerce*, John Wiley and Sons, Singapore. Minoli, D. and Minoli, E., 1998, *Web Commerce Technology Handbook*, McGraw-Hill, New York.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignments, 60%; Case studies, papers, electronic commerce site analysis and oral presentations, 40%.

## **BCO4659 EXECUTIVE AND MOBILE COMPUTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics covered will include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile executive computing, executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.

**Required Reading** Hayes, Ian S., 2002, *Just Enough Wireless Computing*, Prentice Hall, USA.

**Recommended Reading** Mockler, R., 1989, *Knowledge-Based Systems for Management Decisions*, Prentice-Hall, New Jersey. Holsapple, C. and Winston, A., 1996, *Decision Support Systems: A Knowledge Based Approach*, West Publishing Co, Minneapolis. Rockart, J. and De Long, D., 1987, *Executive Support Systems: The Emergence of Top Management Computer Use*, McGraw-Hall, New York. Sauter, V., 1997, *Decision Support Systems*, John Wiley and Sons Inc, USA. Schultheis, R. and Summer, M., 1998, *Management Information Systems: The Manager's View*, Irwin/McGraw-Hill, Boston.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Decision Support Systems and Executive Information Systems, 20%; Executive Mobile Computing, 20%; Class research paper presentation and summary paper, 20%; Seminar participation, 10%; Class Test, 30%.

## **BCO4660 ENTERPRISE ELECTRONIC COMMERCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides students with understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel Enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.

**Required Reading** Deise, M., Nowikow, C., King, P., Wright, 2000, *Executive's Guide to E-Business: From Tactics to Strategy*, Wiley.

**Recommended Reading** Prima Development (Editor), 2000, *Internet Applications Programming with Sap R/3*.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops

or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

### **BCO4661 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION**

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: Project life cycle, project management, implementation strategies, Risk management, data conversion, critical success factors, project management software tools, project reporting.

**Required Reading** Norbet, W., 1999, Successful SAP R/3 Implementation.

**Recommended Reading** Bancroft, N., Seip, H. and Sprengal, A., 1998, Implementing SAP R/3. Bradley, D.H., Kelley-Levey Associates and Kelly, A.F., 1998, SAP R/3 Implementation Guide: A Manager's Guide to Understanding SAP.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor Assignment 1, 25%; Minor Assignment 2, 25%; Major Assignment, 50%.

### **BCO4662 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics covered include: the role of information systems and the Internet in small business; selecting applications for small business; integrating information and Internet systems with small business processes; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.

**Required Reading** United Nations, 2003, The SME and Information Technology: A Practical Study of SMEs at the IT Frontier: Enterprise Competitiveness, United Nations Publications, USA.

**Recommended Reading** Burgess, Stephen (Ed.), 2002, Information Technology and Small Business: Issues and Challenges, Idea Group Publishing, Pennsylvania. Moulton, Peter, 2001, SOHO Networking: A Guide to Installing a Small-Office/Home-Office Network, Prentice Hall, USA. T urban, E., McLean, E. and Wetherbe, J., 2002, Information Technology for Management: Transforming Business in the Digital Economy, 3rd edn, Wiley, USA. Davison, Alistair, Burgess, Stephen and Tatnall, Arthur, 2003, Internet Technologies and Business, Data Publishing and Arramlu Publications, Melbourne.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Small Business Case Study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

### **BCO4672 THE INFORMATION SYSTEMS PROFESSIONAL**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an overview of the requirements and skills for responsible and ethical membership of the Information Technology profession; opportunities to develop and apply information systems, communications and management skills and competencies within a variety of professional practice scenarios. Topics include: role of IS professionals and their interactions with users of information, information handling in an electronic environment, information professions, legal, cultural and ethical issues encountered by IS professionals, information security and information overload. The nature, role and importance of Professional and Standards Organisations. Professional Competencies eg risk, analysis, feasibility

study, quality assurance. Business Processes eg negotiation, procurement, tendering.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** Cortada, J., 1998, Best Practices in Information Technology: How Corporations Get the Most Value from Exploiting Their Digital Investments, Prentice-Hall. Grillo, L., 2001, Ethical Decision Making and Information Technology, 3rd edn, McGraw-Hill. Langford, D., 1999, Business Computer Ethics, Harlow, Addison-Wesley.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and Class Presentations, 60%; Final Examination and tests, 40%.

### **BCO4673 USABILITY DESIGN FOR E-BUSINESS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.

**Required Reading** Vredenburg, K., Isensee, S. and Righi, C., 2002, User-Centred Design: an integrated approach, Prentice-Hall, USA.

**Recommended Reading** Shneiderman, Ben, 1998, Designing the User Interface: Strategies for Effective Human-Computer Interaction, 3rd Edition, Addison-Wesley, USA. Trenner, Lesley and Bawa, Joanna, London, The Politics of Usability, Springer-Verlag, UK. Cato, John, 2001, User-Centred Web Development, Jones and Bartlett Publishers, Canada. Nielson, Jakob, Indianapolis, Designing Web Usability, New Riders Publishing, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical Assignments, 30%; Case Studies, Papers and Oral Presentation, 20%; Test, 10%; Final Examination, 40%.

### **BCO4701 RESEARCH PROJECT (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil

**Content** Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshop or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Written thesis, 85%; seminar, 15%.

### **BCO4702 RESEARCH PROJECT (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops



or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Written thesis, 85%; Seminar, 15%.

### BCO5501 BUSINESS PROCESS ENGINEERING

**Campus** City Flinders, On-line.

**Prerequisite(s)** Nil.

**Content** The unit of study is concerned with the strategic and organisational issues of process management and the use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches used to understand, analyse and implement efficient business processes. Workflow modelling techniques, process modelling techniques and procedure models will be presented and practiced. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, reorganising and implementing processes in a typical business organisation.

**Required Reading** Extensive use of SAP R/3 and SAP Netweaver Documentation at [help.sap.com](http://help.sap.com).

**Recommended Reading** Rickayzen, Alan et al, 2002, Practical workflow for SAP: effective business processes using SAP's WebFlow Engine, Galileo Press, Bonn, Germany. Sharp, Alec, McDermott, Patrick, 2001, Workflow Modelling; Tools for process improvement and application development, Artech House, Boston.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments x 2, 50%; Assignment, 50%.

### BCO5502 CLIENT SERVER TECHNOLOGY

**Campus** City Flinders, On-line.

**Prerequisite(s)** Nil.

**Content** Enterprise Resource Planning Systems (ERPs) are designed to run in a widely dispersed distributed computing environment. Client server computing through its multi-tiered implementation enables this type of system to perform the majority of their processing close to the resources required for that task and limits the amount of communication over the network. Proper design, implementation and maintenance of the client server solutions for ERPs are essential for success. This unit of study covers client server concepts; design and implementation and maintenance issues of this type of technology for ERPs using SAP R/3 as an example.

**Required Reading** Rudiger Buck-Emden, et al, 1996, SAP R/3 System: A Client Server Technology, Hardcover.

**Recommended Reading** Clewett, A., Franklin, D., McCown, A., 1998, Network Resource Planning for Sap R/3, Baan IV, and Peoplesoft, McGraw-Hill.

**Class Contact** Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 25%; Examination, 50%; Assignment 2, 25%.

### BCO5647 APPLICATIONS PROGRAMMING TECHNIQUES

**Campus** City Flinders, On-line.

**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to extend the knowledge of introductory programming techniques; provide students with practical experience in programming with an emphasis on commercial applications with a business oriented language; introduce students to data structures. Topics include: key features of the programming language in use; structured tools and techniques; data manipulation; report generation; file structures; interactive processing.

**Required Reading** Keller, H. and Kruger, S., 2002, ABAP Objects: An Introduction to Programming SAP Applications, SAP Press and Addison-Wesley, USA. Matzke, B., 2001, ABAP/4 Programming in The SAP R/3 System, 2nd Edn, Addison-Wesley, USA.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Exam, 60%.

### BCO5650 ENTERPRISE E-COMMERCE

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides students with understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.

**Required Reading** Deise, M., Nowikow, C., King, P., Wright, 2000, Executive's Guide to E-Business: From Tactics to Strategy, Wiley.

**Recommended Reading** Prima Development (Editor), 2000, Internet Applications Programming With Sap R/3.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor assignment 1, 25%; Minor assignment 2, 25%; Major assignment, 50%.

### BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: Project life cycle, project management, implementation strategies, Risk management, data conversion, critical success factors, project management software tools, project reporting.

**Required Reading** Bradley, D.H., Kelley-Levey Associates and Kelly, A.F., Norbet, W., 1999, Successful SAP R/3 Implementation.

**Recommended Reading** Bradley, D.H., Kelley-Levey Associates and Kelly, A.F., Bancroft N., Seip, H. and Sprengal, A., 1988, Implementing SAP R/3.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Two minor assignments (25% each), 50%; One major assignment, 50%.

### BCO5652 TRANSACTION PROGRAMMING TECHNIQUES

**Campus** City Flinders.

**Prerequisite(s)** BCO5647 Applications Programming Techniques.

**Content** This unit of study focuses on SAP's 4GL development language ABAP and how it is used for transaction development and remote function calls. Topics include: Transaction processing, security issues, remote function calls, BAPI's, record locking, user interface design, updates in the SAP R/3 system using ABAP, data dictionary maintenance and Web applications.

**Required Reading** Keller, H. and Kruger, S., 2002, ABAP Objects: An Introduction to Programming SAP Applications, SAP Press and Addison-Wesley, USA, or Matzke, B., 2001, ABAP/4 Programming in The SAP R/3 System, 2nd Edn, Addison-Wesley, USA.

**Recommended Reading** Kroes, K., de Bruyn, G.M. and Lyfareff, R., 2000, Java and Bapi Technology for Sap. Mende, U., 2000, Software Development for Sap R/3: Data Dictionary, Abap/4, Interfaces. Heinemann and Rau, Web Programming with the SAP Web Application Ser.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Final Examination, 60%.

### BCO5653 BUSINESS INFORMATION SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to provide students with an overview of the use of computer-based information systems in business. It acts as an introduction to the Graduate Diploma course and introduces students to a broad range of topics relating to the field of information systems. Theoretical issues are reinforced through



laboratory work that leads to the design and implementation of small information systems. Content includes: An overview of the field of information systems; problem solving and decision making, systems analysis concepts, process modelling; database and data modelling concepts; hardware and software fundamentals; data communications and networks; identification, and roles of stake holders in information systems; business applications of information technology including: types of information systems used in business, and the use of Internet technologies in business.

**Required Reading** Tatnall, A., Davey, B., Burgess, S., Davison, A and Fisher, J., 2000, Management Information Systems: Concepts, Issues, Tools and Applications, 2nd edn, Data Publishing, Melbourne.

**Recommended Reading** O'Brien, J.A., 1999, Management Information Systems: Managing Information Technology in the Interconnected Enterprise, Irwin McGraw-Hill, USA. Stair, Ralph M. and Reynolds, George W., 1999, Principles of Information Systems, 4th edn, Course Technology, USA.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Software- based practical assignments, 30%; Case studies, papers and oral presentations, 20%; final examination, 50%.

## BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** BCO5653 Business Information Systems.

**Content** The aim of the unit of study is to provide students with the ability to apply systems analysis and design processes. It will develop students' abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Business Information Systems. Students will learn to identify and document a range of client needs including business requirements, quality processes, usability needs, and cost and time constraints. A case study approach will be used in assignment to provide students with practice in the application of techniques that are used to identify and meet client needs. Topics will be drawn from: Systems Development Methodologies: model driven, rapid application, and hybrid; User Requirements Identification: object oriented analysis and design, process modelling, data modelling, and database design; Systems integration and ERP products; input/output design and useability; quality assurance and development metrics; application architecture; security and controls; system documentation.

**Required Reading** Satzinger, J., Jackson, R., Burd, S., 2004, Systems Analysis and Design in a Changing World, third Edition, Course Technology.

**Recommended Reading** Dewitz, S., 1996, Systems Analysis and Design and the Transition to Objects, McGraw Hill. Yourdon, E., 1999, Modern Structured Analysis, Prentice-Hall. Whitten, J. and Bentley, L. and Dittman, K., 2000, Systems Analysis and Design Methods, Fifth Edition.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 50%; Final examination, 50%. Students are expected to obtain at least 40% in each component of Assessment as well as 50% aggregate score to gain a pass in the unit of study.

## BCO5655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT

**Campus** City Flinders.

**Prerequisite(s)** BCO5501 Business Process Engineering and BCO6603 Enterprise Resource Planning Systems OR BCO5654 Development of Information Systems and BCO5656 Information Systems Programming.

**Content** The aim of the unit of study is to provide students with an opportunity to apply the knowledge and skills that they have gained during their course to a real-life problem; Experience at working in a small team to successfully complete an assigned information system application within a semester; Experience in defining a problem, designing a solution and building the accepted application; Experience in presenting reports in both written and oral form; An opportunity to benefit from a real business world situation or a simulation of a real business world situation. This unit of study requires students to work as effective members of a team that is responsible for the definition, design, building and installation of a business-related information

system application. The system will involve a database with at least three tables that requires a representative range of functions to be implemented or an appropriate ERP application.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment comprising a combination of working system submission, oral presentations, written reports and/or demonstrations, 100%.

## BCO5656 INFORMATION SYSTEMS PROGRAMMING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an understanding of algorithm design and structured program design within an event-driven/object oriented environment. It aims to provide students with a basic knowledge of programming as a method for solving business-related information systems problems. Topics include: program components such as objects and modules; algorithm design using pseudocode and controls structures; programming concepts such as data types, variables and constants; program development, testing and debugging techniques; accessing databases using queries, SQL, record sets and access methods; program documentation.

**Required Reading** Shackleton, P. and McConville, 2000, Program Design through Visual Basic, 5th edition, Data Publishing, Melbourne. Bradley, J. and Millsaugh, A., 2003, Programming in Visual Basic, Net, McGraw-Hill Irwin, Sydney.

**Recommended Reading** Robertson, L., 2000, Simple Program Design, Thomas Nelson, Melbourne. Shackleton, P. and McConville, 2000, Program Design through Visual Basic, 5th edn, Data Publishing, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 15%; Assignment 2, 35%; Assignment 3, 50%. Students will be tested on the theory and skills associated with assignments.

## BCO6179 ENTERPRISE PROJECT SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** This unit of study aims to give ERP and Information Systems students an understanding of Project Management as part of ERP systems and how the Project Management component enables users to manage the business aspects and **Content** of a project with the components own functions and with integration with other components of these systems. It will also teach students the skills required to define, configure, plan and track different types of projects. Topics include: overview of project management, project management fundamentals, SAP R/3 project system, project structures, project planning, logistics interface, accounting interface, human resources interface, budgeting, project execution, period end closing, reporting and interfaces to MS project.

**Recommended Reading** Draeger, Eric, 2000, Project Management with SAP R/3, Addison-Wesley.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

## BCO6180 ERP SYSTEMS ADMINISTRATION

**Campus** City Flinders.

**Prerequisite(s)** BCO5502 Client Server Technology, BCO6603 Enterprise Resource Planning Systems.

**Content** This unit of study aims to give ERP and Information Systems students an advanced treatment of client server theories and models, and enhance their knowledge of systems administration of ERP systems. The unit of study will examine the major system areas, their function in business, and explore these in a systematic manner, these areas include the Transport Systems, Database Systems and Operating Systems. Topics include: ERP systems configuration; distributed architectures; multi-tier client server solutions; ERP tools;

performance monitoring; load balancing; system landscapes; memory management for ERP systems; advanced security concepts; remote operations; background processing; and database platforms comparison.

**Required Reading** Hernandez, Jose and Davila, Giovanni, SAP Basis Administration for Windows: an essential step by step guide. Hernandez, Jose, SAP R/3 Handbook, 2nd edn, McGraw Hill

**Recommended Reading** Clewett, Franklin, Network Resource Planning for SAP R/3 BAAN IV and Peoplesoft, McGraw Hill.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

## BCO6181 ERP APPLICATIONS

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** This unit of study enables students to gain an understanding of technologies which extend a company's enterprise resource planning system. The unit of study covers issues associated with the implementation, use and maintenance of these second wave technologies. Technologies can include, data warehouse, advanced planner and optimiser, workflow, e-procurement and customer relationship management.

**Required Reading** ERP Systems Applications Study Guide, School of Information Systems, Victoria University.

**Recommended Reading** Prosser, Alexander and Ossitmitz, Maria Luise, 2001, Data Warehouse Management: Using SAP Business Warehouse, UTB. Rickayzen, Alan, Dart, Jocelyn, Brennecke, Carsten and Schneider, Markus, 2002, Practical Workflow for SAP, SAP Press. Wolfgang Eddigehausen, 2002, The SAP APO Knowledge Book: Supply Demand Planning.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

## BCO6183 ENTERPRISE APPLICATION INTEGRATION

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** The needs for technologies and systems integration are the fundamental requirements in the modern e-business environments where EAI technologies have unique roles. As a result, EAI technologies operate on a broad scope of modern e-business. By studying this unit of study, students will gain up-to-date knowledge about the existing and emerging EAI technologies through discussion of topics at conceptual levels as well as gaining first hand practical experience. The unit of study consists of several key components covering different aspects of the technologies, which includes: the issues in relation to deployment of large-scale distributed systems; heterogeneous applications integration; plug and play software components within enterprise environment; business connectors and selected middleware technology including XML; integration architecture; case study: a research prototype.

**Required Reading** Slyke, C.V. and Belanger, F., 2003, E-Business Technologies: Supporting the net-enhanced organization, John Wiley and Sons.

**Recommended Reading** Standefer, R., 2001, Enterprise XML Clearly Explained, Morgan Kaufmann Publishers.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics include: the role of information systems and the Internet in small

business; selecting applications for small business: integrating information and Internet systems with small business process; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.

**Required Reading** United Nations, 2003, The SME and Information Technology: A Practical Study of SMEs at the IT Frontier: Enterprise Competitiveness, United Nations Publications, USA.

**Recommended Reading** Burgess, Stephen (Ed.), 2002, Information Technology and Small Business: Issues and Challenges, Idea Group Publishing, Pennsylvania, USA. Davison, Alistair; Burgess, Stephen and Tatnall, Arthur, 2003, Internet Technologies and Business, Data Publishing and Arramlu Publications, Melbourne. Moulton, Peter, 2001, SOHO Networking: A Guide to Installing a Small-Office/Home-Office Network, Prentice Hall, USA. Turban, E. and McLean, E. and Wetherbe, J., 2002, Information Technology for Management: Transforming Business in the Digital Economy, 3rd edn, Wiley, USA.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Small Business Case study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

## BCO6185 EXECUTIVE AND MOBILE COMPUTING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The purpose of this unit of study is to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile executive computing, executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.

**Required Reading** Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA.

**Recommended Reading** Holsapple, C. and Winston, A., 1996, Decision Support Systems: A Knowledge Based Approach, West Publishing Co, Minneapolis. Mockler, R., 1989, Knowledge-Based Systems for Management Decisions, Prentice-Hall, New Jersey. Rockart, J. and De Long, D., 1987, Executive Support Systems: The Emergence of Top Management Computer Use, McGraw-Hill, New York. Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA. Sauter, V., 1997, Decision Support Systems, John Wiley and Sons Inc, USA. Schultheis, R. and Summer, M., 1998, Management Information Systems: The managers View, Irwin/McGraw-Hill, Boston.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Decision Support Systems and Executive Information Systems, 20%; Executive Mobile Computing, 20%; Class research paper presentation and summary paper, 20%; Seminar participation, 10%; Class test, 30%.

## BCO6503 MANAGEMENT INFORMATION SYSTEMS

**Campus** City Flinders, China.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an overview of the effective management and use of information technology in business. It introduces the student to a broad range of topics relating to the field of information systems, highlighting the link between information technology and business, and the role of IT professionals in systems development. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small information systems. Students will gain an appreciation of: management information and systems, the roles of IT staff and IT users, and various information technology concepts. Topics covered will include: types of information systems and the advantages of integrated systems, problem solving and decision making, process modelling, databases and data modelling, IT project management, management of innovation and technological change, data communications, IT application development, business applications of IT, strategic applications of IT, and the use of Internet technologies in business.

**Required Reading** Turban, E., Leider, D., McLean, E., Wetherbe, J. (2006): Information Technology for Management: Transforming Organizations in the Digital Economy \*5th Edition). John Wiley & Sons MA.

**Recommended Reading** Gray, P. (2006), Manager's Guide to Making Decisions about Information Systems. John Wiley & Sons, MA. Post, G.V. & Anderson, D.L. (2006), Management Information Systems (4th edition), McGraw Hill CA. White, M.A & Burton, G.D (2007), The management of Technology & Innovation: A Strategic Approach. Thomson High Education, Mason, Ohio. Carr, N.G. (2003). Does IT Matter? Harvard Business Review, (May): pp. 41-49. Davenport, T.H., Harris J.G, Cantrell, S (2004), The Return of Enterprise Solutions: The Director's Cut. Accenture Institute. Burgess S. (2002). Information Technology in Small Business: Issues and Challenges. Managing Information Technology in Small Business: Challenges and Solutions. Pennsylvania, USA: Idea Group Publishing.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies and practical assignments, 50%; Examination, 50%.

### BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will develop students' knowledge base and conceptual abilities in an area of information systems. The Content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with staff expertise and availability.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Recent issues of Information Age IDG communications, Communications of the ACM, Association for Computing Machinery, Computer, IEEE Computer Society.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

### BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study investigates the use of integrated computer-based information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation's information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation's various business processes.

**Required Reading** Curran, Tomas, Kellar, Gerhard, 1998, SAP R/3 Business Blueprint, Prentice Hall PTR.

**Recommended Reading** Bancroft Nancy, Seip Heening and Sprengel Andrea, 1998, Implementing SAP R/3, Manning.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or run on-line as appropriate or by a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment comprising a combination of assignments and class test, 100%.

### BCO6610 INTERNET TECHNOLOGIES IN BUSINESS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will aim to examine the ways that a business can use Internet technologies to improve its own business processes, find relevant business information and improve business communication. Topics include: the use of Intranets and Extranets in business. the use of the Internet for business research, and the use of the Internet for business communication.

**Required Reading** Davison, A., Burgess, S. and Tatnall, A., 2003, Internet Technologies and Business, Data Publishing, Melbourne.

**Recommended Reading** Students to be advised.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Intranets in business – use of intranets for business processes, 25%; Using the Internet for business communication, 15%; Personal networks and mobile computing, 15%; Business research of the Internet, 15%; Class Test, 30%.

### BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** BCO6603 Enterprise Resource Planning Systems.

**Content** This unit of study provides students with understanding of the strategic features of ERP systems and how these features can be utilised within an implementation. Topics include: Strategic use of ERP, CRM, Supply chain Management Optimisation, Data Warehousing, Strategic Enterprise Management, Knowledge Management and Executive Information Systems.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Kaiser, B.V. and Kaiser, B.U., 1999, Corporate Information With Sap-Eis: Building a Data Warehouse and a Mis-Application With in Sight, Hardcover.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Short essay/Literature review, 10%; Workshop exercises, 10%; Academic Paper, 40%; Project Proposal, 40%.

### BCO6616 BUILDING INTERNET COMMERCE SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil

**Content** The unit of study will examine different business models in relation to setting up Internet sites and when it is appropriate for different types of firms to use a particular type of business model. It introduces students to the various business models that are available through the levels of Web site design, from the development of simple to sophisticated Web sites and from standardised to customised solutions.

**Required Reading** Powell, T.A., 2002, Web Design: the complete reference, 2nd edition, Osbourne, Berkeley, CA.

**Recommended Reading** Schnieder, Gary P., 2005, Electronic Commerce, 5th edition, Thomson, Boston. Nielsen, J., 2000, Designing Web Usability, New Riders, Indianapolis, Indiana. Nielson, J. and Tahir, M., 2002, Home Page Usability, New Riders, Indianapolis, Indiana. Powell, T.A., 2003, HTML and XHTML, 4th edition, Osbourne, Berkeley, CA. Holzschlag, M., 2000, Turning Chaos into Order: Managing Web Projects, vol. 5, No. 1, pp. 16-19, WebTechniques. Negrino, T. and Smith, D., 2004, JavaScript for the World Wide Web, Peachpit Press, Berkeley, CA.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical Assignment involving Web site Construction, 50%; Case study and Presentation, 30%; Theory test, 20%.

### BCO6641 USER COMPUTING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Rise of user computing: development of user computing, classifications of users, general issues of user computing to be faced. User environments and user needs: office and work environments. User application development: types of applications, Assessment of user developed applications. Managing user computing: benefits, factors for success, concerns and fundamental decisions costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting users: information centre, trouble shooting, controlling user computing, prompting user computing, selection of tools, software and hardware. User training: skills hierarchy, training principles, types of training, provision of training, training issues, skills versus concepts.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 40%; Presentations, 30%; Final Exam, 30%.

## BCO6642 SYSTEMS DEVELOPMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to impart knowledge and develop competencies in key aspects of systems development. The major topics are drawn from: system development paradigms; requirements engineering; participatory design information technology; SAP and the development of systems; project failure; re engineering; IT implementation; quality assurance and standards; Web site design; enterprise modelling; EC strategy and the development cycle; new development technologies e.g. PDA's, Mobile devices; new development techniques e.g. XML.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Checkland, P. and Scholes, J., 1990, Soft Systems Methodology in Action, Wiley. Rambaugh, J., 1999, Object Oriented Modelling and Designing, Prentice Hall. Yourdon, E., 1989, Modern Structured Analysis, Prentice Hall.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6643 KNOWLEDGE ENGINEERING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The adoption of knowledge based systems in the commercial world has given rise to a number of practical issues. Among these are, improved techniques for knowledge acquisition, design, documentation, maintenance and validation of knowledge based systems. This unit of study aims to present a practical view of the knowledge acquisition process, its methodologies and techniques in order to enable its students to develop expert system knowledge bases more effectively. Basic concepts and terminology; sampling expert systems; identifying and tapping knowledge; conceptualising knowledge acquisition; knowledge acquisition modes, approaches, stages and process; impediments to effective knowledge acquisition; verification and validation procedures; documentation requirements.

**Required Reading** Turban, E., 1992, Expert Systems and Applied Artificial Intelligence, Macmillan.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6644 OBJECT ORIENTATED PROGRAMMING AND DESIGN

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Booch, Rumbaugh and Jacobson, 1999, The Unified Modelling Language Guide, Addison-Wesley. Au, E., et al., 1996, Java Programming Basics, MIS Press. Horstman, C., 1998, Computing Concepts with Java Essentials, Wiley. Lemay, L., 1997, Java 1.1 Interactive Course, Waite Group Press. Manning, M., 1997, Teach Yourself J Builder in 14 Days, Sams.net Publishing.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6645 INTERNETWORKING SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internet worked LANs; internetworking within a WAN context; internet work with bridges; routers; gateways; WAN protocols; designing and implementing an internet worked system; internet work management; future trends.

**Required Reading** Gallo, Michael A. and Hancock, William M., 2002, Computer Communications and Networking Technologies, 1st Edition, Thomson Learning/Brooks Cole.

**Recommended Reading** Palmer, Michael J. and Sinclair Robert, B., 1997, Computer Networking Concepts, 1st Edition, Thomas Nelson, Melbourne. Peterson, Larry I. and Bruce, S., 2000, Computer Networks – A Systems Approach, Morgan and Kaufman. Shay, William A., 1999, Understanding Data Communications Networks, 2nd edition, ITP, Brooks/Cole.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 10%; Test, 40%; Assignments, 50%.

## BCO6646 SYSTEMS SUPPORT PROGRAMMING

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** Overview of computer organisation, operating systems, and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Brey, Barry, 1992, The Intel Microprocessors, Macmillan. Irvine, Kip R., 1993, Assembly Language for the IBM-PC, Maxwell Macmillan. Socha, John and Norton, Peter, 1993, Assembly Language for the PC, Brady. Thorne, Michael, 1991, Computer Organisation and Assembly Language Programming for IBM-PC's and Compatibles, Benjamin Cummings. Tischer, Michael, 1992, PC System Programming, Abacus (PACTRONICS).

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of the unit of study is to impart knowledge and develop competencies in the management of information technology. The major topics are drawn from: a framework for the management of information technology, the strategic use of information technology, information technology planning, business continuity planning/disaster recovery planning, information technology architectures, change management and IT, investment in IT and risk management, network usage policies, organisation of IT, global aspects of IT management, eCommerce and IT management.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Caston, A. and Tapscott, D., 1993, Paradigm Shift: The New Promise of Information Technology, McGraw Hill. Kanter, Jerome, 1992, Managing with Information, Prentice Hall. Keen, Peter G., 1991, Shaping the Future: Business Design through Information, Harvard Business School.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 100%.

## BCO6654 DATABASE DESIGN

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A selection of the following topics within a data warehouse development Content will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Inmon, W., 2002, Building the Data Warehouse, 3rd edition, Wiley, Canada. Kimball, R., 1996, The Data Warehouse Toolkit, Wiley, Canada. Hoffer, J.A., Prescott, M.B. and McFadden, F.R., 2005, Modern Database Management, 7th edition, Pearson Prentice Hall, California. Rob, P. and Coronel, C., 2004, Database Systems: Design, Implementation and Management, 6th edition, Course technology, USA.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 30%; Assignments, 70%.

## BCO6656 IT PROJECT MANAGEMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to give computing students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It aims to show how knowledge of the appropriate application of such skills is becoming vital to information technology professionals in the performance of their many functions in an organisation. Topics include: project management fundamentals, project management software tools, defining the problem, developing the project plan and schedule, building the project team, implementation difficulties, management of conflict, cost control, reporting on project status, project management methodologies, software engineering projects, case studies.

**Required Reading** Tatnall, A., 2002, A Guide to Microsoft Project, Data Publishing, Melbourne. Schwalbe, K., 2002, Information Technology Project Management, 2nd edition, Course Technology, Boston, MA.

**Recommended Reading** Kemerer, C.F., 1997, Software Project Management: Readings and Cases, Irwin, Chicago. Meredith, Jack R. and Mantel, Samuel J. Jr., 1995, Project Management, a managerial approach, 3rd edn, John Wiley, New York. Marchewka, J.T., 2003, Information Technology Project Management: providing Measurable Organizational Value, Wiley, New York. Mantel, S.J.J., Meredith, J.R., Shafer, S.M. and Sutton, M.M., 2001, Project Management in Practice, Wiley, NY. Thomsett, Rob, 1993, Third Wave Project Management, Yourdon Press, Prentice Hall, NJ.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Class tests 30%.

## BCO6658 INTERNET COMMERCE

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include:- an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies; internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.

**Required Reading** Turban, E., King, D., Lee, J. and Viehland, D., 2004, Electronic Commerce A Managerial Perspective, Prentice Hall International, New Jersey.

**Recommended Reading** Barnes, S. and Hunt, B., Brynjolfsson, E. and Kahin, B., 2000, Understanding the Digital Economy, MIT Press, Cambridge. Castells, M., 1999, The Information Age: Economy, Society and Culture, Blackwell Publishers. Kalakota, R. and Robinson, M., 2001, e-Business 2.0, Roadmap for Success, Addison Wesley Longman Inc, USA. Rahman, S. and Raisinghani, M., 2000, Electronic Commerce: Opportunities and Challenges, Idea Group.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and class presentations, 60%; Final examination, 40%.

## BCO6659 DATABASE TRANSACTION SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with the knowledge and skills to develop online database applications in a client server environment. Topics include: Procedural SQL programming to be used in trigger creation; transaction management involving concurrency and recovery issues; building online transaction systems using forms and triggers.

**Required Reading** Morris-Murphy, L., 2003, Oracle9i: SQL, Thomson Course Technology, Canada.

**Recommended Reading** Morris-Murphy, Lannes, L., 2003, Oracle9i: SQL with an Introduction to PL/SQL, Thomson Course Technology, Australia. Abbey, M., Corey, M. and Abramson, I., 2002, Oracle 9i, A Beginner's guide, Osborne, California. Urman, S. and Hardman, R., 2004, Oracle Database 10g PL/SQL Programming, McGraw-Hill Osbourne, USA. Mannino, M.V., 2001, Database Application Development and Design, 2nd edition, McGraw-Hill, Singapore. Rob, P. and Coronel, C., 2004, Database Systems Design, Implementation and Management, 6th edition, Thomson Course Technology, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignment, 70%; tests, 30%.

## BCO6670 ENTERPRISE NETWORK SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to give students a broad insight into the network technologies and their wider use within and outside a business environment. Topics include: Role of Enterprise Networking Systems (ENS) in contemporary business practice and technologies; role of the Internet for Business applications; principles of basic telecommunications necessary for ENS understanding; The Local area network (LAN) as a fundamental component of ENS; The Wide Area Network (WAN) as a fundamental component of ENS; inter-networking technologies used in ENS; advanced client-server models for ENS; web based technologies and standards; ENS management, ENS design.

**Required Reading** Goldman, J.E., 2001, Applied Data Communications-A Business Oriented Approach, 3rd edn, Wiley, New York.

**Recommended Reading** Forouzan, B.A., 2000, Data Communications and Networking. Shay, William, A., 1999, Understanding Data Networks, ITP, London. Stallings, W. and Van Slyke, R., 1998, Business Data Communications, 3rd edition, Prentice Hall.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignments and tests, 30%; Final examination, 70%.

## BCO6671 INFORMATION SYSTEMS RESEARCH AND WRITING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Specific topics include role of research in decision making, primary and secondary information sources, research methods and techniques, reviewing source material, research design, data collection and analysis techniques, methods of critical analysis, writing and presentation styles and techniques.

**Required Reading** Ticehurst, G. W. and Veal, A. J., 2000, Business Research Methods: A Managerial Approach, Pearson Education, Frenchs Forest, NSW.

**Recommended Reading** Galliers, R.(edn), 1992, Information Systems Research: Issues, Methods and Practical Guidelines, Blackwell

Scientific Publications, Oxford Boston. Leedy, P., 1997, Practical Research: Planning and Design, Merrill an imprint of Prentice-Hall. Williamson, K., 2000, Research Methods for Students and Professionals: Information Management and Systems, Centre for Information Studies, Wagga Wagga, NSW. Other journal articles as required.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Proposal, 85%; Seminar Presentation, 15%.

## BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students: 1) with an overview of the requirements and skills for professional and ethical behaviour as an ICT professional 2) opportunities to develop and apply ICT, communication and management skills and competencies within a variety of professional scenarios. 3) To critically evaluate contemporary issues relevant to an ICT professional. Topics include: Professional and ethical codes of conduct, the role and importance of professional standards organisations, business processes (eg negotiation, procurement and tendering), professional competencies (eg risk analysis, feasibility studies and quality assurance) and contemporary issues (eg security, privacy, internet censorship, workplace surveillance and digital intellectual property).

**Required Reading** Latest Available Textbook-Students to be advised.

**Recommended Reading** Australian government Office of the Privacy Commissioner <http://www.privacy.gov.au>. Australia Computer Society, Code of Ethics and Code of Professional Conduct and Professional Practice <http://acs.org.au>. Electronic Frontier Australia <http://www.efa.org.au>. US Public Policy Committee of the Association for Computing Machinery, <http://www.acm.org/usacm>. Arnold, D., Niederman, F., 2001, The IT Global Workforce, Comms of the ACM, vol 44, no. 7 pp 30-33, Centre for Computing and Social Responsibility. Fisher, R. and Ury, W., 1999, Getting to Yes: Negotiating and Agreement without Giving In, Random House, London. Halbert, T., Ingulli, E., 2002, Cyber Ethics, Thomson Learning, Canada.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and class presentations, 60%; Final examination and tests, 40%.

## BCO6673 USABILITY DESIGN FOR E-BUSINESS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.

**Required Reading** Vredenburg, K., Isensee, S. and Righi, C., 2002, User-Centred Design: an integrated approach, Prentice-Hall, USA.

**Recommended Reading** Cato, John, 2001, User-Centered Web Development, Jones and Barlett Publishers, Canada. Nielson, Jakob, 2000, Designing Web Usability, New Riders Publishing, Indianapolis, USA. Schneiderman, Ben, 1998, Designing the User Interface: Strategies for Effective Human-Computer Interaction, (3rd Edition), Addison-Wesley, USA. Trenner, Lesley and Bawa, Joanna, 1998, The Politics of Usability, Springer-Verlag, London, UK.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments consisting of a combination of case studies, papers, practical work and oral presentations, 60%; Final examination, 40%.

## BCO6674 MOBILE INTERFACES

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Topics include an overview of Mobile Interface Design, Mobile Interface Design and Business Processes, Usability testing, design standards, multi-modal input, emerging mobile applications, mobile devices as extension of the senses, interface design on the social impact of mobile communication, mobile interface to web services.

**Learning Outcomes** After completing this subject students will have gained an understanding and importance of the role on mobile interface design on the usability of mobile computing devices. Students will also have an understanding of the importance that this new paradigm shift will play in EAI solutions in the future. Student will have gained skills in: Designing and implementing interfaces for mobile devices; Separating interface design from business processes; Usability testing for mobile interfaces; Implementation of Mobile Design Standards; Accessing Web Services through mobile interfaces.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** Stone, D. et al, 2005, User Interface Design and Evaluation, Morgan Kaufman. De Los Reyes, A. et al., 2001, Flash Design for Mobile Devices, Wiley, Australia.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Examination, 30%.

## BCO6675 SECURITY MANAGEMENT

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Security fundamentals, Security layers and vulnerabilities – social, legal, physical, application, technical and system. Ethical and Legal issues. Privacy. Soft and hard security techniques. Security technologies and practices. Managing systems security. Computer and network use policies. Identifying security requirement. Network vulnerability assessment, and target analysis and control. The underlying principles of secure network management; Intrusion Detection, Security Baselines, Cryptography, Physical Security, Disaster Recovery and Business Continuity, Computer Forensics.

**Required Reading** To be advised.

**Recommended Reading** Ivanovic, V.D. and Karakasidis K., 1996, Information Technology risk management system: an implementation manual for asset protection and business continuity, Pitman, South Melbourne. Hunter, J., Mo, D., 2001, An information security handbook, Springer, London, New York. Calder, Alan and Watkins, Steve, 2002, Handbook of data security: effective information and security management, Kogan Page. Pipkin, D.L., 2000, Information Security: protecting the global enterprise, Prentice Hall PTR, Upper Saddle River, N.J. Fink, D., 1997, Information Technology security: managing challenges and creating opportunities, CCH Australia, North Ryde.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 80%; Class Exercises, 20%.

## BCO6676 BUSINESS INTELLIGENCE SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will utilise a data warehouse system to enable students to develop the skills for the design and implementation of business intelligence systems. The Content will include: Conceptual modelling techniques, data extraction techniques, data transformation, info cube design, query and report design, performance considerations, security and authorisations, data warehouse management.

**Required Reading** Introduction to SAP's BW

**Recommended Reading** Ossimitz, M.L., 2004, Data Warehousing – Concepts and Applications based on SAP (TM), BW.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 60%; Examination, 40%.

## **BCO6677 XML FOR INFORMATION SYSTEMS INTEGRATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The foundations of XML including syntax, the XML information set, XML schemas, XML navigation and XML transformation. The use of XML in programming using DOM, SAX and schema based programming. The use of XML in formatting objects for presentation (XSL). The use of XML in modelling, binding and querying data. The use of XML in communication (SOAP).

**Required Reading** To be advised by the lecturer.

**Recommended Reading** Birbeck, M. et al., 2001, Professional XML, 2nd Edition, Wrox, UK. Goldfarb, C.F., Prescod, P., 2004, Charles F. Goldfarb, XML Handbook, 5th Edition, Pearson Education. Eri, Thomas, 2004, Service-Oriented Architecture: A Field Guide to Integrating XML and Web Services, Prentice Hall. Harold Elliott Rusty, 2002, XML Bible, 2nd edition, Hungry Minds, New York. Harold Elliott Rusty and Means W. Scott, 2002, XML in a Nutshell, 2nd edition, O'Reilly.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Project, 50%.

## **BCO6678 IMPLEMENTING IS CHANGE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will enable students to develop the skills for the design and implementation of information systems strategy. The **Content** will include: Business and IS strategy, Strategy methodologies, Critical success factors, Role of change management, training and documentation, end user support mechanisms.

**Required Reading** To be advised by lecturer.

**Recommended Reading** A collection of selected Class Readings. McNurlin, B. and Sprague, R., 2004, Information Systems Management in Practice, Prentice Hall, NJ.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 80%; Examination, 20%.

## **BCO6679 WEB SERVICES**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Topics include An overview of Web Services and the Web Services technology stack, Simple Object Access Protocol (SOAP) and other protocols, Web Services Definition Language (WSDL), Universal Description Discovery and Integration (UDDI), Process Business Execution Language for Web Services (PBEL4WS), EAI and Web services.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** Birbeck, M. et al., 2001, Professional XML, 2nd Edition, Wrox, UK. Enterprise Services Architecture, 2003, O'Reilly. Goldfarb, C.F., Prescod, P., Charles, F., 2004, Goldfarb XML Handbook, 5th Edition, Pearson Education. Harold, Elliott Rusty and Means W. Scott, 2002, XML in a Nutshell, 2nd edition, O'Reilly. Harold, Elliott Rusty, 2002, XML Bible, 2nd edition, Hungry Minds, New York.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Examination, 30%.

## **BCO7700 THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students are required to complete a research thesis of approximately 15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Seminar, 15%; Written thesis (or product solution), 85%. Students are required to present one one-hour seminar on their research work.

## **BCO7701 THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students are required to complete a research thesis of approximately 15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading** To be advised.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Written thesis, 85%; Seminar presentation, 15%. Students are required to present one one-hour seminar on their research work.

## **BCO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Dissertation thesis, 100%.

## **BCO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Dissertation thesis, 100%.

## **BCO8002 PHD RESEARCH (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Research thesis (or product solution); 100%.



### **BCO8003 PHD RESEARCH (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Research thesis (or product solution); 100%.

### **BCO8610 MANAGEMENT INFORMATION SYSTEMS 1**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** An introduction to the effective management, design, implementation and use of information technology. Develop a better understanding of the concept of information and how it can be managed, and investigate how information technology can be used to assist in managing information. Examination of fundamental concepts and tools used in the development of computer-based systems designed to satisfy the information needs of management, and to gain experience in some elements of systems development. Introduction to suitable computer based books to assist with problem solving and decision-making.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Kroenke, David and Hatch, Richard, 1994, Management Information Systems, 3rd edn, McGraw-Hill, Watsonville, C.A. McLeod, R. Jnr, 1993, Management Information Systems, 5th edn, Maxwell Macmillan, New York. Tatnall, A., Davey, B., Burgess S. and Davison A., 1998, Management Information Systems – Concepts, Issues, Tools and Application. Zwass, Vladimir, 1992, Management Information System, Wm Brown Publishers, Dubuque.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case studies and practical assignments, 50%; Examination, 50%.

### **BCO8612 ISSUES IN MANAGEMENT INFORMATION SYSTEMS RESEARCH**

**Campus** City Flinders

**Prerequisite(s)** BCO8610 Management Information Systems 1.

**Content** A review of information systems and identification of aspects that warrant exploration and development. An overview of current or possible research topics and an investigation of relevant current issues in information systems.

**Required Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies and continuous assessment, 50%; Examinations, 50%.

### **BCO9800 RESEARCH THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BCO6652 Business Research Methods.

**Content** Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

**Class Contact** Unit of study equal to 48 credit points.

**Assessment** Research thesis (or product solution), 100%.

### **BCO9801 RESEARCH THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** BCO6652 Business Research Methods.

**Content** Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Research thesis (or product solution), 100%.



# SCHOOL OF LAW

Below are details of courses offered by the **School of Law** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

**NOTE:** Courses available to International students are marked with the (I) symbol.

## BACHELOR OF BUSINESS (COMMERCIAL LAW)

**Course Code:** BBCL

This course is NOT available to commencing students.

**Campus:** Footscray Park.

### Course Objectives

The course aims to provide a foundation in Commercial Law for business professionals. The course will provide graduates with an appreciation of the legal context of business management and strategy.

### Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                            |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                                  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Commercial Law</b> |              |        |         |                 |                  |                 |
| BLO2206 TAXATION LAW AND PRACTICE                     | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO2300 COMMERCIAL LAW                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO2205 CORPORATE LAW                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus any three of the following:                      |              |        |         |                 |                  |                 |
| BLO1452 TOURISM LAW                                   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO2207 EMPLOYMENT LAW                                | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO2233 HEALTH AND SAFETY LAW                         | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO3250 LAW OF INSOLVENCY                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3351 LEGAL TOPICS A                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3352 LEGAL TOPICS B                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3313 ADVANCED TAXATION LAW AND PRACTICE            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO3332 ADMINISTRATIVE LAW                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

### Electives

Ten approved electives, two of which may be Co-operative Education or BBB3100 Business Integrated Learning

## GRADUATE DIPLOMA IN NOTARIAL PRACTICE

**Course Code:** BGCN

**Campus:** City Queen.

### Course Objectives

The objective of the course is to provide students with a formal education in relevant legal units of study to enable them to qualify as Public Notaries. The course aims to provide an in-depth knowledge of the work of a notary including notarial acts, Bills of Exchange and other professional functions. It also aims to provide an overview of the world's legal systems that will assist Public Notaries preparing notarial acts for foreign jurisdictions in Europe and the Asia-Pacific region, especially those with culturally diverse populations maintaining connections with many homelands.

### Course Duration

The course can be completed at a student's own pace but it is estimated that it would take 2-3 months to complete. Students will be required to complete the course within 24 months of commencement.

### Admission requirements

To qualify for admission to the course an applicant must be engaged in practice as a Notary or be seeking appointment as a Public Notary in Victoria or in another jurisdiction.

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| ZCC5002 NOTARIAL PRACTICE – THEORY                 | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |
| ZCC5003 COMPARATIVE LAW                            | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |
| ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |
| ZCC5004 NOTARIAL PRACTICE – PRACTICAL WEEKEND      | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |

**BACHELOR OF LAWS/BACHELOR OF ARTS (I)**

Course Code: BLAA

Campus: City Queen, Footscray Park.

**Course Objectives**

The course will provide students with knowledge, skills and competencies in areas that are essential for the education and training of a lawyer in the context of the humanities and social sciences. Graduates of this program will be exposed to a wide range of learning and teaching strategies that aim to effectively develop the core competencies.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>            |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Law Electives</b>                            |              |        |         |                 |                  |                 |
| Select four of the following:                   |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

**Elective**

One unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university

**Arts Specialisation** 192 credit points of study comprising Arts majors, strands and electives.

**BACHELOR OF LAWS (I)**

Course Code: BLAW

Campus: City Queen.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for admission to legal practice in Victoria. The course will equip graduates to obtain employment in law firms, at the Bar and elsewhere. The course aims to produce intellectually well-rounded law graduates who have the professional and academic skills required to work in a variety of legal settings. To provide students with a range of legal professional skills, such as advocacy, ethical judgment, communication, legal research and writing, interviewing and negotiation and relevant legal professional computing skills. To provide specialised education and skills in core areas of law as well as in various areas of commercial law, especially those which have a comparative dimension. To provide graduates with such other attributes and competencies as would be expected of law graduate from an Australian Law School and to satisfy the academic requirements for admission to legal practice in Victoria.

**Course Duration**

The course is offered over four years on a full-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>                |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Electives</b>                                    |              |        |         |                 |                  |                 |
| Minimum of eight units of study from the following: |              |        |         |                 |                  |                 |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4144 EUROPEAN UNION LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4143 PUBLIC INTERNATIONAL LAW                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**Electives**

Four unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university.

**BACHELOR OF LAWS/BACHELOR OF BUSINESS (ACCOUNTING) (I)**

Course Code: BLBA

Campus: City Queen, Footscray Park.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in both law and accounting. The combined degree will equip graduates to obtain employment in law, business and government, in the finance sector, at the Bar and elsewhere.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7

Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>             |              |        |         |                 |                  |                 |
| Select four of the following:                  |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| Unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                          |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Accounting</b>            |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>      |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (ELECTRONIC COMMERCE) (I)

Course Code: BLBC

Campus: City Queen, Footscray Park.

### Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and electronic commerce. The combined degree will equip graduates to obtain employment in law, business and government, in the E commerce sector, at the Bar and elsewhere.

### Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study Select four units of study:</b> |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| Unspecified Law unit of study approved by the Head of School   |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                            |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Electronic Commerce</b>     |              |        |         |                 |                  |                 |
| BCO1147 INTRODUCTION TO PROGRAMMING CONCEPTS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2149 DATABASE SYSTEMS                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3443 THE INFORMATION PROFESSIONAL                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO3150 SYSTEMS IMPLEMENTATION                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>        |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (APPLIED ECONOMICS) (I)

Course Code: BLBE

Campus: Footscray Park, City Queen.

### Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in law and applied economics. The combined degree will equip graduates to obtain employment in law, business and government, in the economics sector, at the Bar and elsewhere.

### Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>                             |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study Select four of the following:</b> |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Applied Economics</b>         |              |        |         |                 |                  |                 |
| BEO2250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2263 MACROECONOMIC ANALYSIS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2264 MICROECONOMIC ANALYSIS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2283 APPLIED REGRESSION ANALYSIS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2284 BUSINESS FORECASTING METHODS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3366 ECONOMIC POLICY AND RESEARCH                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF LAWS/BACHELOR OF BUSINESS (BANKING AND FINANCE) (I)**

Course Code: BLBF

Campus: City Flinders, City Queen, Footscray Park.

**Course Objectives**

The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and financial activities in addition to development of a sound education. The course also aims to satisfy the academic requirements for admission to practice as a legal practitioner in Victoria.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>            |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>              |              |        |         |                 |                  |                 |
| Select four of the following:                   |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |



|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Banking and Finance</b>       |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3402 INTERNATIONAL BANKING AND FINANCE                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3404 CREDIT AND LENDING DECISIONS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3447 COMMERCIAL BANKING AND FINANCE                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Professional Recognition**

It is expected that students will be eligible for membership of the Australian Institute of Banking and Finance as Senior Associates. Graduates would also be eligible to become members of the Law Institute of Victoria.

**BACHELOR OF LAWS/BACHELOR OF BUSINESS (INTERNATIONAL TRADE) (I)**

Course Code: BLBI

Campus: City Flinders, City Queen, Footscray Park.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and international trade. The degree will prepare graduates for employment in law, business and government, in the trade sector, at the Bar and elsewhere.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

## FACULTY OF BUSINESS AND LAW

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>                               |              |        |         |                 |                  |                 |
| Select four units of study:                                      |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – International Trade</b>       |              |        |         |                 |                  |                 |
| BEO1252 INTERNATIONAL BUSINESS CONTEXT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO2254 STATISTICS FOR BUSINESS AND MARKETING                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3378 INTERNATIONAL ECONOMICS AND FINANCE                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3430 INTERNATIONAL ECONOMIC ANALYSIS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3517 INTERNATIONAL TRADE PRACTICES                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3373 INTERNATIONAL MARKETING                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (MARKETING) (I)

Course Code: BLBK

Campus: City Queen, Footscray Park.

### Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and marketing. The combined degree will equip graduates to obtain employment in law, business and government, in the marketing sector, at the Bar and elsewhere.

### Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>                             |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>                               |              |        |         |                 |                  |                 |
| Select four units of study:                                      |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>                 |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF LAWS/BACHELOR OF BUSINESS (MANAGEMENT) (I)**

Course Code: BLBM

Campus: Footscray Park, City Queen.

**Course Objectives**

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and management. The combined degree will equip graduates to obtain employment in law, business and government, in the management sector, at the Bar and elsewhere.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>            |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>              |              |        |         |                 |                  |                 |
| Select four units of study:                     |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                    |                     |                    |
| <b>Core Business Units of Study</b>                              |              |        |         |                    |                     |                    |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Specialisation Units of Study – Management</b>                |              |        |         |                    |                     |                    |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO2181 OPERATIONS MANAGEMENT                                    | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3292 BUSINESS ETHICS  | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO3327 ORGANISATION CHANGE AND DEVELOPMENT                      | 12           | 0.1250 | 1       | \$510              | \$637               | \$1,430            |
| BMO3422 STRATEGIC MANAGEMENT                                     | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP                          | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                    |                     |                    |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726              | \$908               | \$1,584            |

## BACHELOR OF LAWS/BACHELOR OF SCIENCE (I)

Course Code: BLBS

Campus: City Queen, Footscray Park, St Albans.

### Course Objectives

The combined course will provide students with a broad ranging program of study and learning aimed at satisfying the academic and professional requirements in both law and the appropriate field of science. The degree will equip graduates to obtain employment in law, business and government, in major scientific organisations, at the Bar and elsewhere.

### Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any) and in mathematical methods (either) or specialist mathematics.

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|--|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                    |                     |                    |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB4139 EVIDENCE                               | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2126 FEDERAL CONSTITUTIONAL LAW             | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS    | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB3131 LAWYERS AND LEGAL ETHICS               | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB1114 LEGAL RESEARCH METHODS                 | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2121 LEGAL THEORY                           | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2120 LEGAL WRITING AND DRAFTING             | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |
| BLB2125 REAL PROPERTY LAW                      | 12           | 0.1250 | 3       | \$850              | \$1,062             | \$2,083            |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB1115 TORTS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Law Electives</b>                            |              |        |         |                 |                  |                 |
| Select four of the following:                   |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                        | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

**Science Units of Study**

192 Credit points taken from a science specialisation, with at least 48 credit points in units of study normally taken in the 3rd year of BSc degree and at least 72 credit points in units of study normally taken in the 4th year of a BSc Degree. Students will generally take a selection of units of study from one of the BSc courses offered by the Faculty of Health, Engineering and Science as advised by the course coordinator. Information regarding science units of study can be obtained from the Faculty of Health, Science and Engineering.

**BACHELOR OF LAWS/BACHELOR OF BUSINESS (TOURISM MANAGEMENT) (I)**

Course Code: BLBT

Campus: City Queen, Footscray Park.

**Course Objectives**

The aim of the course is to develop highly skilled and employable graduates who have a well-balanced combination of core business, specialist law and tourism, and generic skills and knowledge. This will enable them to be successful and effective managers in the legal professional and/or the tourism industry or any other chosen field.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB4136 EQUITY AND TRUSTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>                               |              |        |         |                 |                  |                 |
| Select four units of study:                                      |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Tourism Management</b>        |              |        |         |                 |                  |                 |
| BHO1190 INTRODUCTION TO TOURISM                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1193 TOURISM PRODUCT DESIGN AND DELIVERY                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2255 TOURISM ENTERPRISE MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3499 MANAGING SUSTAINABLE DESTINATIONS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (MUSIC INDUSTRY) (I)

Course Code: BLBU

Campus: City Queen, Footscray Park.

### Course Objectives

The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and music industry. The combined degree will equip graduates to obtain employment in law, business and government, in the music industry sector, at the Bar and elsewhere.

### Course Duration

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

## FACULTY OF BUSINESS AND LAW

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>                             |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study</b>                               |              |        |         |                 |                  |                 |
| Select four units of study:                                      |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Music Industry</b>            |              |        |         |                 |                  |                 |
| BEO2403 INTRODUCTION TO MUSIC BUSINESS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO3408 MUSIC PUBLISHING AND RECORDING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2405 MUSIC MARKETING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO2401 MUSIC INDUSTRY LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BMO2402 MUSIC INDUSTRY MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |



**BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT) (I)**

Course Code: BLEV

Campus: City Queen, Footscray Park.

**Course Objectives**

The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and event management activities in addition to developing a sound education. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.

**Course Duration**

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7

Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>                           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study Select four units of study:</b> |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                            | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

One unspecified Law unit of study approved by the Head of School

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Business Units of Study</b>                     |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01105 ECONOMIC PRINCIPLES                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Event Management</b> |              |        |         |                 |                  |                 |
| BHO2432 INTRODUCTION TO EVENTS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3473 HUMAN RELATIONS                                 | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BHO3494 MEETINGS, CONVENTIONS AND EVENTS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2531 EVENT PROJECT MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3405 LIVE PERFORMANCE MANAGEMENT                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b> |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF LAWS (GRADUATE ENTRY) (I)**

Course Code: BLGE

Campus: City Queen.

**Course Objectives**

The course will allow graduates from other disciplines to build on their existing studies and experience to obtain a qualification in the field of law. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.

**Course Duration**

The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

**Admission requirements**

Students will be selected into this course on their performance in their prior studies at Undergraduate level and Postgraduate level. It would normally be expected that students had performed at least at H2A or Distinction level in their prior Undergraduate studies. Postgraduate studies will be evaluated according to the nature of the relevant degree.

Additionally students will need to submit a statement of their prior work experience and reasons for applying for the course of no more than 500 words. The Head of School or delegate(s) will evaluate these statements for selection purposes.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2120 LEGAL WRITING AND DRAFTING             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Electives</b>                                 |              |        |         |                 |                  |                 |
| Four units of study selected from the following: |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

## **BACHELOR OF LAWS/BACHELOR OF BUSINESS(HUMAN RESOURCE MANAGEMENT) (I)**

Course Code: BLHR

Campus: City Queen, Footscray Park.

### **Course Objectives**

The course will allow students to combine areas of study that have significant synergies. The course will facilitate a deepening of graduates understanding of the importance and application of effective human resource management in legal practice and provide them with a range of skills that are sought after in both the private and public sectors.

### **Course Duration**

The course is offered over five years on a full-time basis or over ten years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate.

Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units – Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list).

Bachelor of Laws with 2B Honours – GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours – GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours – GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

### **Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### **Course Structure**

As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Law Units of Study</b>           |              |        |         |                 |                  |                 |
| BLB2122 ADVOCACY AND COMMUNICATION             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1113 AUSTRALIAN ADMINISTRATIVE LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1118 CONSTITUTIONAL LAW                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1102 CONTRACTS 1                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1117 CONTRACTS 2                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2119 CORPORATIONS LAW 1                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2124 CORPORATIONS LAW 2                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3128 CRIMINAL LAW                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4136 EQUITY AND TRUSTS                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4139 EVIDENCE                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2126 FEDERAL CONSTITUTIONAL LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3130 INTERVIEWING AND NEGOTIATION SKILLS    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3131 LAWYERS AND LEGAL ETHICS               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1114 LEGAL RESEARCH METHODS                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2121 LEGAL THEORY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

# FACULTY OF BUSINESS AND LAW

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB2120 LEGAL WRITING AND DRAFTING                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2125 REAL PROPERTY LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1115 TORTS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Elective Law Units of Study Select four units of study:</b>   |              |        |         |                 |                  |                 |
| BLB4144 EUROPEAN UNION LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3136 FAMILY LAW IN SOCIETY                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4145 HUMAN RIGHTS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3129 INTELLECTUAL PROPERTY LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4141 INTERNATIONAL TRADE LAW                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4140 PRIVACY AND MEDIA LAW                                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BBB3200 PROFESSIONAL LEGAL PRACTICE                              | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLB4143 PUBLIC INTERNATIONAL LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3132 SECURITIES LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3134 TAXATION LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB1125 TORTS 2  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB2123 TRADE PRACTICES LAW AND POLICY                           | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION                     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4137 ASIAN LEGAL SYSTEMS                                      | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4135 AUSTRALIAN EMPLOYMENT LAW                                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3133 COMPARATIVE COMMERCIAL LAW                               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB4138 CONFLICT OF LAWS   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB3138 CRIMINAL LAW 2   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| One unspecified Law unit of study approved by the Head of School |              |        |         |                 |                  |                 |
| <b>Core Business Units of Study</b>                              |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Human Resource Management</b> |              |        |         |                 |                  |                 |
| BLO2207 EMPLOYMENT LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3323 EMPLOYEE RELATIONS MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3324 CONSULTING AND COUNSELLING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3476 TRAINING AND DEVELOPMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Business Units of Study</b>          |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF LEGAL PRACTICE MANAGEMENT (I)

Course Code: BLLP

Campus: Footscray Park.

### Course Objectives

The course aims to provide students with a basic grounding in legal practice and management, with a number of elective options permitting students to deepen their knowledge in particular areas of legal practice and thus develop specialist as well as generalist skills as legal support staff in either the private or public sector

### Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Compulsory Units of Study</b>                   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1192 BUSINESS COMMUNICATION                     | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BLO2300 COMMERCIAL LAW                             | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1110 MANAGING KNOWLEDGE                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2181 OPERATIONS MANAGEMENT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3327 ORGANISATION CHANGE AND DEVELOPMENT   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3326 PUBLIC ADMINISTRATION                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**Elective Units of Study**

Eleven units of study selected by the student, with the approval of the Course Co-ordinator, from:

|   |    |        |   |       |         |         |
|---|----|--------|---|-------|---------|---------|
| BLO3332 ADMINISTRATIVE LAW                                | 12 | 0.1250 | 1 | \$510 | \$637   | \$1,430 |
| BLB4137 ASIAN LEGAL SYSTEMS                               | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLO2205 CORPORATE LAW                                     | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BLO2406 CYBER LAW   | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLO2207 EMPLOYMENT LAW                                    | 12 | 0.1250 | 1 | \$510 | \$637   | \$1,430 |
| BLO2504 ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLB3136 FAMILY LAW IN SOCIETY                             | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLB4141 INTERNATIONAL TRADE LAW                           | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLO2501 LAND LAW  | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES      | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BLO3250 LAW OF INSOLVENCY                                 | 12 | 0.1250 | 2 | \$726 | \$908   | \$1,584 |
| BLB1114 LEGAL RESEARCH METHODS                            | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLO2206 TAXATION LAW AND PRACTICE                         | 12 | 0.1250 | 1 | \$510 | \$637   | \$1,430 |
| BLB2123 TRADE PRACTICES LAW AND POLICY                    | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |
| BLB3132 SECURITIES LAW                                    | 12 | 0.1250 | 3 | \$850 | \$1,062 | \$2,083 |

Any other relevant unit of study offered by the Faculty of Business and Law.

**MASTER OF COMPARATIVE COMMERCIAL LAW (I)**

Course Code: BMCL

Campus: City Flinders.

**Course Objectives**

The course explains the nature and function of legal regulatory frameworks in business environments and aims to provide students with an enriched experience and understanding of the legal process, a thorough knowledge of comparative commercial law, exposure to current industry practices, and enhanced communication, decision-making and research skills.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each unit of study carries a value of 12 credit points with the exception of the dissertation which has a value of 24 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must normally have completed successfully a relevant degree or diploma and be employed in or intend to be employed in a position associated with the legal industry or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Introductory Core Units of Study</b>                    |              |        |         |                 |                  |                 |
| BLB5501 LEGAL RESEARCH AND WRITING                         | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5500 COMPARATIVE LEGAL SYSTEMS                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| BLB5502 ASIAN BUSINESS LAW                                 | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5503 INTERNATIONAL TRADE LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5505 IMMIGRATION LAW AND PRACTICE                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5506 TELECOMMUNICATIONS LAW AND POLICY                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5507 INTERNATIONAL COMMERCIAL LAW                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5530 COMPARATIVE CORPORATE LAW                          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Option A: Electives – select four units of study</b>    |              |        |         |                 |                  |                 |
| BLB5508 MASTERS READING COURSE                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5509 INTRODUCTION TO LAW AND ECONOMICS                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5510 ADVANCED CORPORATE LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING              | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5512 E-COMMERCE AND THE LAW                             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| or other electives as approved by the Course Co-ordinator. |              |        |         |                 |                  |                 |
| <b>OR Option B: Dissertation and Electives</b>             |              |        |         |                 |                  |                 |
| BLB5520 DISSERTATION                                       | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |
| plus two electives from Option A Elective list, above.     |              |        |         |                 |                  |                 |

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Comparative Commercial Law.

**MASTER OF INTERNATIONAL COMMERCIAL LAW (I)****Course Code:** BMIL**Campus:** City Flinders, City Queen.**Course Objectives**

The course aims to teach students an understanding of the legal system used in Australia (the adversarial system) compared with those in other nations (e.g. The inquisitorial systems) and how legal frameworks facilitating international law are created.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part time equivalent. All units of study carry a value of 12 credit points (with the exception of the dissertation component which carries a value of 24 points.) Each student must obtain 144 credit points through academic study to graduate.

**Admission requirements**

To qualify for admission, an applicant must have a degree, approved by the Head of School, equivalent to any Australian Bachelors degree or Australian postgraduate Diploma.

Candidates possessing business and law qualifications that comprise law units of study deemed by the Head of School as equivalent to the two 'Introductory Core' units of study of the course may, by virtue of that qualification, be granted credit for those two units of study.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                    |              |        |         |                 |                  |                 |
| BLB5500 COMPARATIVE LEGAL SYSTEMS             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5501 LEGAL RESEARCH AND WRITING            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5502 ASIAN BUSINESS LAW                    | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5503 INTERNATIONAL TRADE LAW               | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5505 IMMIGRATION LAW AND PRACTICE          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5506 TELECOMMUNICATIONS LAW AND POLICY     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5507 INTERNATIONAL COMMERCIAL LAW          | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5530 COMPARATIVE CORPORATE LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Coursework Stream</b>                      |              |        |         |                 |                  |                 |
| Select four of the following:                 |              |        |         |                 |                  |                 |
| BLB5508 MASTERS READING COURSE                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5509 INTRODUCTION TO LAW AND ECONOMICS     | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5510 ADVANCED CORPORATE LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5512 E-COMMERCE AND THE LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Research Stream</b>                        |              |        |         |                 |                  |                 |
| BLB5520 DISSERTATION                          | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |

and select two units from the above list.

On successful completion of the two Introductory Core units of study and the six core units of study, students may exit the course at that stage and be eligible to graduate with the award of Graduate Diploma of International Commercial Law.

**MASTER OF LAWS (I)****Course Code:** BMLA**Campus:** City Flinders.**Course Objectives**

This course aims to teach students the nature and function of legal regulatory frameworks in business environments, how these frameworks vary across national borders and how legal frameworks are created, extended and modified to respond to rapid change occurring in political, economic and social systems.

**Course Duration**

The course may be offered over two semesters on a full-time basis or part time equivalent. All units of study carry a value of 12 credit points (with the exception of the dissertation component which carries a value of 24 points.) Each student must obtain 96 credit points through academic study to graduate.

**Admission Requirements**

To be eligible for admission to the course applicants must possess a law degree approved by the head of school.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BLB5500 COMPARATIVE LEGAL SYSTEMS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5513 ADVANCED RESEARCH METHODS IN LAW                                   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Select four elective units and BLB5520 Dissertation or six elective units: |              |        |         |                 |                  |                 |
| BLB5501 LEGAL RESEARCH AND WRITING   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5502 ASIAN BUSINESS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5503 INTERNATIONAL TRADE LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5505 IMMIGRATION LAW AND PRACTICE                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5506 TELECOMMUNICATIONS LAW AND POLICY                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5507 INTERNATIONAL COMMERCIAL LAW                                       | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5508 MASTERS READING COURSE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5509 INTRODUCTION TO LAW AND ECONOMICS                                  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BLB5510 ADVANCED CORPORATE LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5512 E-COMMERCE AND THE LAW                | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5520 DISSERTATION                          | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |
| BLB5530 COMPARATIVE CORPORATE LAW             | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

One approved law elective from offerings within other Faculty of Business and Law postgraduate programs or by way of cross institutional enrolment.

## DOCTOR OF JURIDICAL SCIENCE (SJD)

Course Code: BPJD

Campus: City Flinders, City Queen

### Course Objectives

The objective of the course is to provide students who wish to pursue advanced studies in law with a program encompassing both a solid grounding in legal research skills and a coursework component that will provide them with a focused area of study in specific areas of commercial law or such other areas as may be approved from time to time by the Head of School.

### Course Duration

The course may be offered on a full time basis over three years or part time equivalent. However students may reduce this period of study by obtaining credits for units of study within the coursework component of the Doctor of Juridical Science (SJD). All units of study carry a value of 12 credit points with the exception of the dissertation, which carries a value of 192 credit points. Students must complete 288 credit points through academic study in order to graduate.

### Admission Requirements

To qualify for admission to the course an applicant must have either a Second Class Honours degree or equivalent in law from an approved institution or an existing postgraduate qualification in law, such as Master of Laws or an existing postgraduate research qualification in law. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: • International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BLB5513 ADVANCED RESEARCH METHODS IN LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5502 ASIAN BUSINESS LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5503 INTERNATIONAL TRADE LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5530 COMPARATIVE CORPORATE LAW  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5500 COMPARATIVE LEGAL SYSTEMS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5505 IMMIGRATION LAW AND PRACTICE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5506 TELECOMMUNICATIONS LAW AND POLICY  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5507 INTERNATIONAL COMMERCIAL LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| <b>And Thesis either full or part time.</b>  |              |        |         |                 |                  |                 |
| BLB5522 DISSERTATION (FULL-TIME)   | 192          | 2.0000 | 3       | \$13,596        | \$16,998         | \$33,334        |
| BLB5523 DISSERTATION (PART-TIME)   | 96           | 1.0000 | 3       | \$6,798         | \$8,499          | \$16,667        |
| The Course Co-ordinator from time to time may substitute one of the following for any core unit: |              |        |         |                 |                  |                 |
| BLB5508 MASTERS READING COURSE   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5509 INTRODUCTION TO LAW AND ECONOMICS  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5510 ADVANCED CORPORATE LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING  | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLB5512 E-COMMERCE AND THE LAW   | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |

## DOCTOR OF PHILOSOPHY

Course Code: BPPL

Campus: City Flinders

### Course Objectives

The Doctor of Philosophy undertaken purely by research is available within the School of Law. Academic staff with suitable qualifications and proven research skills supervise students undertaking law related projects.

### Course Duration

The course normally requires three years of full-time study or part-time equivalent.

### Course Structure

|                                  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|----------------------------------|--------------|--------|---------|-----------------|------------------|-----------------|
| BLO8002 PHD RESEARCH (FULL TIME) | 48           | 0.5000 | 3       | \$3,399         | \$4,250          | \$8,334         |
| OR                               |              |        |         |                 |                  |                 |
| BLO8003 PHD RESEARCH (PART TIME) | 24           | 0.2500 | 3       | \$1,700         | \$2,125          | \$4,167         |

## MASTER OF BUSINESS BY RESEARCH (LAW)

Course Code: BRAL

Campus: City Flinders

### Course Objectives

The Master of Business by Research can be offered by the School of Law. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Structure**

|   | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|---|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| BLO9800 RESEARCH THESIS (FULL TIME)<br>OR | 48                  | 0.5000       | 3              | \$3,399                | \$4,250                 | \$8,334                |
| BLO9801 RESEARCH THESIS (PART TIME)       | 24                  | 0.2500       | 3              | \$1,700                | \$2,125                 | \$4,167                |

**GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE****Course Code:** BTAL**Campus:** City Queen, Flexible delivery mode.**Course Objectives**

The course aims to provide students with an understanding of Australian Immigration Law and practice and will enable existing practitioners, accounting, legal and others to expand their areas of practice. Students who successfully complete the appropriate combination of units will be eligible to practice as registered Australian Migration Agents.

**Course Duration**

The course is offered on a full-time basis over one semester and part-time basis over two semesters. The postgraduate units of study carry a value of 12 credit points. Each student must obtain 48 credit points through academic study to graduate.

**Admission requirements**

To qualify for admission to the course an applicant must normally have completed successfully a relevant degree or diploma and be employed in or intent to be employed in a position associated with the immigration industry, or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005 (AU\$)</b> | <b>From 2005 (AU\$)</b> | <b>Full Fee (AU\$)</b> |
|--|---------------------|--------------|----------------|------------------------|-------------------------|------------------------|
| Choose four units of study from:                 |                     |              |                |                        |                         |                        |
| BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW      | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5603 ADMINISTRATIVE LAW AND PRACTICE          | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5604 REFUGEE LAW AND PRACTICE                 | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5605 AUSTRALIAN IMMIGRATION LAW               | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5606 AUSTRALIA'S VISA SYSTEM                  | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5607 VISA COMPLIANCE, CANCELLATION AND REVIEW | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |
| BLO5608 APPLIED MIGRATION LAW AND PRACTICE       | 12                  | 0.1250       | 3              | \$850                  | \$1,062                 | \$2,083                |

**Professional Recognition**

Students who successfully complete the appropriate combination of units will be eligible for registration with Migration Agents Registration Authority (MARA).



## SUBJECTS

Below are subject details for courses offered by the **School of Law** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

### BBB3200 PROFESSIONAL LEGAL PRACTICE

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** In this unit of study students will: explore their legal workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the field of law; develop an understanding of the key issues relating to the transition to the professional legal workplace, including workplace culture, professional etiquette and communications; critically evaluate their own technical and generic skills against those required by their employer/ legal profession; gather evidence of their experiences and skills development for integration into a career portfolio reflect on the integration of their academic and legal workplace learning.

**Learning Outcomes** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within the legal profession.

**Required Reading** Dinelli, A., Kyrou, E. & Lewis, G., 2004, Handy Hints on Legal Practice, 3rd Edition, Lawbook Co, Sydney. A compendium of readings available online via WebCT.

**Recommended Reading** Centre for Work Integrated Learning, 2006, Work Integrated Learning Commencement Kit, Victoria University, Footscray. Centre for Work Integrated Learning, 2004, The Work Integrated Learning Experience: What you need to know as an Employee, 3rd Edition, Victoria University (published in consultation with the Dept of Employment and Workplace Relations), Footscray. Centre for Work Integrated Learning, 2006, Work Integrated Learning Handbook, Victoria University, Footscray. Victoria University Student Career Development, Career Portfolio documentation. Leah Shmerling, 1998, Job Applications: The winning Edge, 2nd edition, Chapter 10, Your new job; Chapter 11, The modern workplace, Macmillan Education Australia Pty Ltd, Australia.

**Class Contact** No Contact Information. Unit of study equal to 12 credit points.

**Assessment** Students are required to undertake a minimum of 350 hours of approved industry experience within the field of law, accompanied by evidence from the employer/host organisation. Situational Analysis Report and Career Plan, 20%; Reflective E-journals, 40%; Self Appraisal Report, 40%.

### BCO6006 INFORMATION SYSTEMS AND CRIMINAL JUSTICE

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study will deal with the changing face of information, sorting and retrieving information, information and computer-based systems, decision support systems, intelligent support systems, e-commerce, criminal justice information (robbery and the FLINTS systems), financial fraud detection (the POIROT system), forensic accounting, computer crime and financial regulation.

**Required Reading** Swanson, C., Chamelin, N. and Territo, L., 2000, Criminal Investigation, 7th edn, McGraw Hill, Boston. Zeleznikow, J., 2002, 'Using Web-based Legal Decision Support Systems to Improve Access to Justice' Information and Communications Technology Law, 11(1): 12-33. Zeleznikow, J. and Hunter, D., 1994, Building Intelligent Legal Information Systems: Knowledge, Representation and Reasoning in Law, Kluwer, Dordrecht.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One Practical assignment (2500 words), 50%; One three-hour examination, 50%.

### BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to introduce students to the nature, structure and development of the Australian legal system. It will provide

students with an overview of the Australian legal system, its origins, sources, hierarchy and processes. This unit of study also aims to provide a contextual frame of reference for undergraduate first year law students before they proceed with other, more specific, law units of study. Topics include: the role of law in society; the formal structures of Australian Law; origins and sources of Australian Law; the global context of the Australian legal system; judicial review and the Common Law method.

**Required Reading** Bottomley, S. and Parker, S., 1997, Law in Context, most recent edn, Federation Press, Sydney.

**Recommended Reading** Cook, C., Creyke, R., Geddes, R. and Harmer, D., Laying Down the Law (most recent edition), LexisNexis Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 50%; Final examination, 50%.

### BLB1102 CONTRACTS 1

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to introduce students to the fundamentals of contract law to enable them to understand the principles and applications of contracts in Australian law. The unit of study will also examine some of the theoretical and historical debates in this area. Topics include: the principles and theories of contract law and their evolution and application in the common law of England and Australia will be studied; the elements of a valid legal contract, formalities associated with contract formation; legal capacity to contract; and factors which may vitiate a contract.

**Required Reading** Carter, J. and Harland, D., 1996, Contract Law in Australia, 3rd edition, Butterworths, Sydney. Further reading to be advised by the lecturer.

**Recommended Reading** Carter, J. and Harland, D., 1998, Cases and Materials on Contract Law in Australia, 3rd edn, Butterworths. Seddon, N. and Ellinghaus, M., 1997, Cheshire and Fifoot's Law of Contracts, 7th edn, Butterworths, Sydney. Further readings as required.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3,000 words), 40%; Final examination, 60%.

### BLB1113 AUSTRALIAN ADMINISTRATIVE LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study will cover both common law and statutory administrative law rules with particular reference to Commonwealth administrative law legislation and processes relating to such matters as judicial review, administrative review on the merits, freedom of information legislation and the role of the Ombudsman.

**Required Reading** Douglas, R., 2002, Douglas and Jones's Administrative Law, Federation Press. Head, M.R., 2005, Administrative Law: Context and Critique, Federation Press.

**Recommended Reading** Aronson, M. and Dyer, B., Groves, M., 2004, Judicial Review of Administrative Action, LawBook Co. Creyke, R., McMillan, J., 2005, Control of Government Action: Text, Cases and Commentary, LexisNexis. Paterson, M., 2005, Freedom of Information and Privacy in Australia; Government and Information Access in the Modern State, LexisNexis.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignment, 40%; Tutorial Presentation or Moot court, 20%; Final examination, 40%.

### BLB1114 LEGAL RESEARCH METHODS

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** Students will be introduced to primary and secondary legal sources of legal research materials and the means of researching them using both paper based and electronic resources. Students will learn to apply and evaluate appropriate research strategies and techniques and methods of citation.

**Required Reading** Beattie, S., 2004, Legal and Justice Studies Workbook, 2nd edn, The Federation Press, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Workshop Reports, 30%; Assignment, 30%; Test, 30%; Student Career Portfolio, 10%.

## BLB1115 TORTS

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study will examine the principles of negligence and its role in allocating liability for personal injuries and economic loss. Defences, remedies and the Assessment of damages for negligence will also be examined. The unit of study will also consider the appropriate context within which alternative compensation schemes might operate. Other torts will also be considered during the unit of study including areas such as trespass, defamation and nuisance.

**Required Reading** Luntz, Harold and Hambly, David, Torts, Cases and Commentary, latest edition, Lexis Nexis Butterworths.

**Recommended Reading** Davies, Martin and Malkin, Ian, Torts, Butterworths tutorial series, latest edition, Lexis Nexis Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment, 40%. Final examination, 60%.

## BLB1117 CONTRACTS 2

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** BLB1102 Contracts 1.

**Content** The unit of study will build on the areas of contract law and principles analysed in Contracts 1. It will also introduce new materials relating to government contracts, relational contracts and consumer contracts.

**Required Reading** Seddon, N., 2004, Government contracts; Federal, State and Local, Federation Press, Sydney. Corones, S., Clark, P., 2002, Consumer Protection and Product Liability, Law Book Co.

**Recommended Reading** Lockhart, C., 2003, The Law of Misleading and Deceptive Conduct, LexisNexis. Creyke, R. and McMillian, J., 2005, Control of Government Action: Text, Cases and Commentary, LexisNexis.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignment, 50%; Final Examination, 50%.

## BLB1118 CONSTITUTIONAL LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** Topics will include: Westminster constitutionalism and Australian constitutional development; the rule of law; separation of powers; representative democracy and the role of parliament; responsible government and the role of the executive; the judiciary and the High Court of Australia; judicial review and constitutional interpretation; federalism; rights; and constitutional reform.

**Learning Outcomes** After satisfactorily completing this subject, students will: have a fundamental understanding of the development and principles of Westminster constitutionalism and the Australian Constitution; understand the doctrines of separation of powers, rule of law, judicial review, representative democracy, responsible government, federalism, and rights; and have an informed and critical view on the realization of these doctrines in Australian constitutional law, paying particular attention to leading High Court of Australia cases.

**Required Reading** Blackshield, T. and Williams, G., Australian Constitutional Law and Theory, (latest edn), The Federation Press, NSW. Joseph, S. and Castan, M., Federal Constitutional Law: A Contemporary View, latest edition, Lawbook Co. The Commonwealth Constitution.

**Recommended Reading** Hanks, P., Keyzer, P. and Clarke, J., Australian Constitutional Law: Materials and Commentary, latest edition, LexisNexis Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignment, 40%. Final Examination, 60%.

## BLB1125 TORTS 2

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study Content will include: In depth case studies of the application of the law of torts; particularly in the areas of negligence; An examination of current issues relating to the law of torts including relevant Law Reform Commission proposals. The law of Torts and protection of trading or business interests; Defamation – elements and defences.

**Learning Outcomes** At the conclusion of this subject students should be able to describe the rationale for the development of the law of torts. They should be able to demonstrate an appreciation as to whether the law adequately serves its stated aims. Students should demonstrate an appreciation of developments in modern society that are likely to lead to changes in the law of torts. Both the substantive and procedural aspects of tort law should be considered.

**Required Reading** R. P. Balkin and J. L. R. Davis, 2004, Law of Torts, Lexis Nexis Butterworths, Australia.

**Recommended Reading** Harold Luntz and David Hambly, 2002, Torts, Lexis Nexis Butterworths, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 40%; Final Examination (3 hours), 60%.

## BLB2119 CORPORATIONS LAW 1

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study will provide a basic overview of Australian Corporations Law. It will examine the historical development of this area of law, its key principles and policies, and the institutional arrangements supporting its application. Particular attention will be given to areas such as corporate personality, company formation, corporate governance, distribution of powers, membership, meetings, duties of officers, shares and capital raising, auditing and accounts and the structure of corporate regulation. The unit of study will also introduce students to laws affecting other forms of business association, particularly the law of partnerships.

**Required Reading** Redmond, P., Companies and Securities Law, Commentary and materials, current edition, Thomsons, Sydney, Australia. Corporations Act 2001, current edition from any of the legal publishers.

**Recommended Reading** Tomasic, R., Bottomly, S. and McQueen, R., Corporations Law in Australia, current edition, Federation Press, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment(s), 40%; Final examination, 60%.

## BLB2120 LEGAL WRITING AND DRAFTING

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The aim of this unit of study is to develop an understanding of the principles of good legal writing, including plain legal language, and logical presentation, and aims to enhance and refine drafting skills. The unit of study consists of the following: an introduction to plain English guidelines and the principles of drafting, the function and operation of a document, stages in the preparation of a document, taking instructions, researching the law, the first draft, books of precedents, style and appearance, amendment, final draft, interpretation and enforcement.

**Required Reading** Butt, P., and Castle, R., 2001, Modern Legal Drafting: A Guide to Using Clearer language, Cambridge University Press.

**Recommended Reading** Asprey, M., Plain Language for Lawyers, 3rd Edition, Federation Press.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical exercises, 40%; Group exercise, 30%; Assignment, 30%.

## BLB2121 LEGAL THEORY

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** Topics will be chosen from the following: Natural Law; Liberalism; Positivism; Modernism; Marxist Theories; Law and Society; American Legal realism; Feminism; Critical Legal Studies; Postmodernism; Critical Race Theory and Post Colonialism.

**Learning Outcomes** After satisfactorily completing this subject, students will have: a fundamental understanding of leading legal theories; an appreciation of the law's connection with other disciplines; a recognition of the relevance of conceptualisation, epistemology, morality, ethics and ideology to the law and its justification and critique; a greater appreciation of the theoretical underpinnings of law already studied; applied legal theory to an ethical and/or public policy dilemma, while drawing on primary legal materials; developed their argumentative, research and writing skills; critically reflected on their own theoretical and normative stance towards the law.

**Required Reading** M.D.A. Freeman, 2001, Lloyd's Introduction to Jurisprudence, 7th Edition, Sweet and Maxwell, London. M. Leiboff and M. Thomas, 2004, Legal Theories in Principle, Lawbook Company, NSW.

**Recommended Reading** J. W. Harris, 1980, Legal Philosophies, Butterworths, London. R. Cotterell, 1989, The Politics of Jurisprudence, Butterworths, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial participation and tutorial exercise, 20%; Research Essay (3000 words), 30%; Final Examination (3 hours), 50%.

## BLB2122 ADVOCACY AND COMMUNICATION

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The aim of this unit of study is to develop an understanding of the practical aspects of legal work as a member of the legal profession. An introductory examination of the practical aspects of court presentations and contextualisation of the advocacy skills in the presentation of cases; including opening and closing cases, examination in chief, re-examination and cross examinations. An exploration of the basics of interviewing, drafting, briefing, negotiating and risk management techniques.

**Required Reading** Perry, Max, 1996, Hampel on Advocacy, Leo Cussen Institute, Melbourne.

**Recommended Reading** Selby, Hugh, 2000, Winning in Court: An Introduction to Advocacy, Oxford University Press. Mauet, Thomas and McCrimmon, Les, 2001, Fundamentals of Trial Technique, 2nd Australian edition, LBC. Gygar, T. and Cassimatis, A., Mooting Manual, Butterworths Skills Series.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Written Assessment tasks that may include research assignments and tutorial reports, 50%; Oral presentation, 20%; Moot (including a written component), 30%.

## BLB2123 TRADE PRACTICES LAW AND POLICY

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** The unit of study will examine aspects of competition law with emphasis on the Trade Practices Act. Issues examined will include price-fixing, boycotts, misuse of market power, anti-competitive exclusive dealing, resale price maintenance and anti-competitive mergers. In addition, the unit of study will examine the new Access and Telecommunication Regimes set out in the Trade Practices Act and conclude with a consideration of the various penalties and remedies under the Act.

**Required Reading** Corones, S., 1999, Competition Law in Australia, 2nd edition, LBC Information Services, Sydney, Australia. Duns, J. and Davison, M., 1994, Trade Practices and Consumer Protection: Cases

and Materials, Butterworths, Sydney, Australia. Miller, R., Annotated Trade Practices Act, current edn, LBC Information Services, Sydney, Australia.

**Recommended Reading** Clarke, P. and Corones, S., 1999, Competition Law and Policy: Cases and Materials, Oxford University Press, Melbourne, Australia. Steinwall, R., current edn, Annotated Trade Practices Act, Butterworths, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major assignment, 40%; Final examination, 60%.

## BLB2124 CORPORATIONS LAW 2

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** BLB2119 Corporations Law 1.

**Content** The aim of this unit of study is to introduce students to the key principles, policies and rules governing takeovers and corporate reconstruction and arrangements in Australia. This involves a close examination of chapter 6 of the Corporations Law and the Australian Securities and Investment Commission policy statements and practice notes governing this area. This unit of study will provide students with an in depth knowledge of Corporations Law rules regarding takeovers and corporate reorganisation in Australia.

**Required Reading** Little, P., 1997, Law of Company Takeovers, LBC Information Services, Sydney, Australia.

**Recommended Reading** Farrar, J., 1993, Takeovers, Institutional Investors and the Modernization of Corporate Laws, Oxford University, Auckland, NZ. Rennard, I. and Santamaria, J.G., Coffee, J.C. et al., (edns), 1988, Knights, Raiders and Targets: The Impact of Hostile Takeovers, Oxford University Press, New York, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 60%.

## BLB2125 REAL PROPERTY LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** The concept and characteristics of property rights: their creation, ownership, acquisition and disposal. Consideration and analysis of the historical development and **Content** of interests in real property from general law, native title, tenure estates, possessory interests, easements and restrictive covenants to the Torrens title registration system. The creation of equitable proprietary rights and leasehold interests. Consideration of priority issues and security interests in land.

**Required Reading** Bradbrook, A.J., MacCullum, S.V. and Moore, A.P., 1997, Australia Real Property Law 2nd edition, LBC Information Services, Sydney, Australia. Neave, M., Sackville, R., Rossiter, C.J. and Stone, M.A., 1998, Sackville and Neave Casebook on Property Law, 6th edition, Butterworths, Sydney, Australia.

**Recommended Reading** Printed Materials as provided.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper, 40%; Final examination, 60%.

## BLB2126 FEDERAL CONSTITUTIONAL LAW

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study will examine key concepts in Australia constitutional law including techniques and principles of constitutional interpretation. Principal Commonwealth and State legislative powers. Examination of the extent of the major powers granted to the Commonwealth. Limitations on governmental power including express and implied constitutional guarantees of rights and freedoms. Concept of separation of powers.

**Required Reading** Blackshield, T. and Williams, G., most recent edition, 1998, Australia Constitutional Law and Theory, Federation Press. Joseph, S. and Castan, M., Federal Constitutional Law: A Contemporary View, (most recent edition), LawBook Co. The Commonwealth Constitution.

**Recommended Reading** Hanks, P., Keyzer, P. and Clarke, J., Australian Constitutional Law: Materials and Commentary, (most recent edition), LawBook Co.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment, 40%; Examination, 60%.

### **BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study consists of two parts. (1) An introduction to dispute resolution methods; the identification of disputes and their management and resolution; an alternative dispute resolution methods concentrating on mediation. (2) Civil procedure including parties, pleadings, discovery and exchange of information. An appreciation of Supreme Court Rules and their part in facilitating a speedy, just, and accurate resolution of disputes; jurisdiction; delay and costs; conflict of laws; and appeals.

**Required Reading** Colbran, S. et al, Civil Procedure: Commentary and Materials, most recent edition, Butterworths, Sydney, Australia.

**Recommended Reading** Newman, P., 1999, Alternative Dispute Resolution, CLT Publishing. Craig, Y., 1998, Advocacy, Counselling and Mediation, Kingsley Publishers. Raft, G., 1999, Cases for Mediation, LBC Information Services, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Simulation exercise, 50%.

### **BLB3128 CRIMINAL LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study shall provide an introductory examination of the form and **Content** of criminal law and some of the key procedural and evidentiary aspects of criminal trials. It will also include an exploration of the various competing theories as to the bases of criminal behaviour. Finally, the unit of study will examine key issues in respect to sentencing policy in criminal cases.

**Required Reading** Waller, L. and Williams, C.R., 9th edn, 2000, Brett, Waller and Williams Criminal Law – Text and Cases, Butterworths, Sydney, Australia.

**Recommended Reading** Bourke, J.P., 1981, Bourke's Criminal Law Victoria, Butterworth, Melbourne, Australia. Storey, H. et.al., 1982, Paul's Police Offences, Law Book Company, Sydney, Australia. Fox, R.G., 1992, Victorian Criminal Procedure, Monash Law Co-Op, Melbourne, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 25%; Oral presentation/Moot court, 25%; Final examination, 50%.

### **BLB3129 INTELLECTUAL PROPERTY LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The following areas will be examined: copyright and neighbouring rights (including performers' rights and databases); registered designs and the protection of industrial designs; trade secrets and confidential information; patents; and trademarks, including the law of passing off. Competition and trade practices law will also be considered.

**Required Reading** McKeough, J., Bowrey, K. and Griffith, P., most recent edition, Intellectual Property: Commentary and Materials, LawBook Co., Sydney, Australia.

**Recommended Reading** McKeough, J. and Stewart, A., most recent edition, Intellectual Property in Australia, Butterworth, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### **BLB3130 INTERVIEWING AND NEGOTIATION SKILLS**

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study comprises two related components: client interviewing and negotiation skills. Client interviewing outlines the legal and ethical framework within the interview process and techniques for ascertaining relevant information from the clients. The negotiation skills component is through role-plays and cues studies, concentrating on the dynamics of the negotiation process, the variety of strategies available, and the appropriate framing of negotiations.

**Required Reading** Lewicki, R.J., Saunders, J.W. and Minton, J.W., Essentials of Negotiation. Chay, A.J. and Smith, J.A., 1996, Legal Interviewing in Practice, LCB Information Services, Sydney, Australia.

**Recommended Reading** Lauchland, K.A. and Le BN, MJ., 1996, Legal Interviewing, Theory, Tactics and Techniques, Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Negotiation Assignment, 30%; Interviewing Assignment, 30%; Tutorial Presentations, 40%.

### **BLB3131 LAWYERS AND LEGAL ETHICS**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study shall commence with an examination of the origins and the development of the legal profession within the Australian context and the professional divisions within the legal profession. This will be followed by an examination of the general ethical responsibilities of the lawyer; the duties owed by the legal professional to the law, the court and the client; the various types legal services provided by the profession; the role of non-lawyers within the system; the role of the judge; and finally, an examination of the future of the legal profession, including an examination of the ethical implications of the possible future acceptance of MDP's.

**Required Reading** Ross, Y. and MacFarlane, P., most recent edition, Lawyers' Responsibility and Accountability: Case, Problems and Commentary, Butterworths, Sydney, Australia.

**Recommended Reading** Law Institute of Victoria, 2000, Law Institute Members Handbook, Student Edition, LIV, Melbourne, Australia. Disney, J., 2nd edn, 1986, Lawyers, LBC Information Services, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### **BLB3132 SECURITIES LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** This unit of study aims to examine key areas of securities law such as securities regulation, the role of stock exchanges, the rules regarding insider trading and stock market manipulation, disclosure regulation, the regulation of prospectuses and the conduct of securities market professionals such as brokers and investment advisers. Other topics include: to introduce students to the basic principles of Australian securities law; to examine the institutional structure and legal rules affecting the regulation of securities markets; to discuss a number of key themes in securities law; and to provide a comparative and historical insight into the development of securities law principles.

**Required Reading** Baxt, R., Black, A. and Hanrahan, P., 2003, Securities and Financial Services Law, 6th ed, Lexis Nexis Butterworths – to be confirmed.

**Recommended Reading** Australian Corporations Legislation, 2005, Lexis Nexis Butterworths. McCracken, S. and Everett, D., 1998, Finance and Security Law Cases and Materials, Butterworths – to be confirmed.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 50%; Assignment 2, 50%.

### **BLB3133 COMPARATIVE COMMERCIAL LAW**

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide an introduction to the field of comparative law and do this by examining one or more commercial law units of study. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.

**Required Reading** Tomasic, R., 1999, *Company Laws in East Asia*, Ashgate/Dartmouth Press, England.

**Recommended Reading** Blumberg, P., 1993, *The Multinational Challenge to Corporation Law*, Oxford University Press, New York, USA. Mo, J., 2nd edn, 2000, *International Commercial Law*, Butterworths, Sydney, Australia. Tomasic, R. and Little, P., 1997, *Insolvency Law and Practice in Asia, FT Law and Tax*, Hong Kong.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### BLB3134 TAXATION LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** An introduction to basic policy concepts in the operation of Australian income tax laws. Relevance of residency. The major principles of income including the taxation of income, capital gains, fringe benefits and goods and services. The major principles of deductibility, statutory modifications and timing rules. The mechanisms by which revenue is collected from citizens and the limits on that process. An examination of anti-avoidance provisions. The basic principles of tax planning.

**Required Reading** Woellner, R., Barkoczy, S. and Murphy, P., 10th edn, 2000, *Australian Taxation Law*, CCH, Sydney, Australia.

**Recommended Reading** Cassidy, J., 1997, *Manual of Income Tax Law*, Federation Press, Sydney, Australia. Kobetsky, M. and Dirks, M., 2nd edn, 1999, *Income Tax Text, Materials and Essential Cases*, Federation Press, Sydney, Australia. Barkoczy, S., 4th edn, 1999, *Australian Tax Casebook*, CCH, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### BLB3136 FAMILY LAW IN SOCIETY

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study identifies family law by way of introduction as a discrete study from the historical and social perspective. The topics of the Court's jurisdiction and the Court's approach to marriage nullity and divorce are dealt with in the early part of the unit of study. Children's matters under the Family Law Act are usually difficult and complex and the relevant provision of the legislation as well as the practice of the Court in dealing with them is given careful consideration. Associated topics of child support and domestic family violence are also examined. The increasing complex treatment under the legislation dealing with the division of property including superannuation is thoroughly examined. The unit of study also examines dispute resolution procedures and the obligations of Family Law practitioners operating within those procedures. A brief comparison of the legal position of parties to a marriage and de facto couples rounds out the **Content** of this unit of study.

**Required Reading** Parkinson, Patrick and Behrens, Juliet, 2004, *Australian Family Law in Context*, LawBook Co.

**Recommended Reading** Altobelli, Tom, 2003, *Family Law in Australia*, LexisNexis Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Assignment, 40%; Examinations, 60%.

### BLB3138 CRIMINAL LAW 2

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study Content will include: In depth case studies of the application of the criminal law in Victoria; particularly related to

serious indictable offences. An examination of current issues relating to criminal law and procedure in Victoria including critical review of relevant Law Reform Commission proposals.

**Learning Outcomes** At the conclusion of this subject students should be able to describe the rationale for the development of the criminal law in Victoria. They should be able to demonstrate an appreciation as to whether the law adequately serves its stated aims. Students should demonstrate an appreciation of developments in modern society that are likely to lead to changes in the criminal law. Both the substantive and procedural aspects of the law should be considered.

**Required Reading** Gerard Nash QC and Prof Mirko Bagaric, *Criminal Legislation Victoria 2004*, (Annotated).

**Recommended Reading** Jonathan Clough and Carmel Mulhern, 2004, *Criminal Law*, 2nd Edition, Lexis Nexus Butterworths, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 40%; Final Examination (3 hours), 60%.

### BLB4135 AUSTRALIAN EMPLOYMENT LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study will introduce students to core concepts in employment law. Common Law tests for employment relationship. Modification of common law relationship by legislative provisions. Setting of terms and conditions of employment both at common law and pursuant to statute. Consideration of the powers of the States, in particular Victoria, and the Commonwealth with particular emphasis on s51 of the Commonwealth Constitution. Consideration of industrial action torts and modification of these by statute. Limitations on the right to hire and fire. Discrimination and equal opportunity in the workplace.

**Required Reading** Creighton, B. and Stewart, A., 2nd edn, 2000, *Labour Law: An Introduction*, Federation Press, Sydney, Australia. Macken, J., O'Grady, P. and Sappideen, C., 4th edn, 1997, *The Law of Employment*, LBC Information Services.

**Recommended Reading** Pittard, M., Naughton, R., 4th edn, 1994, *Australian Labour Law – Cases and Materials*, Butterworths. Wallace-Bruce, N., 2nd edn, 1999, *Outline of the Law of Employment*, Butterworths, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 25%; Practical exercise, 25%; Final examination, 50%.

### BLB4136 EQUITY AND TRUSTS

**Campus** City Flinders, City Queen.

**Prerequisite(s)** BLB2125 Real Property Law.

**Content** This unit of study aims to familiarise the student with the important doctrinal and remedial developments arising from the exercise of equitable jurisdiction by courts. Topics include: Outline of the historical development and **Content** of equity and its principles. The concept of a trust: creation of express trusts. The nature and development of implied, resulting and constructive trusts. The concept of fiduciary obligations with special reference to commercial settings and trustee's duties. Equity's supervision and control of trust powers and discretionary powers generally. The nature and significance of equitable remedies including the distinction between remedies of a personal and proprietary nature.

**Required Reading** Dal Pont, G.E., Chalmers, D.R.C., 2003, *Equity and Trusts*, LawBook Co. Dal Pont, G.E., Chalmers, D.R.C., Maxton, J.K., 2004, *Equity and Trusts: Commentary and Materials*, LawBook Co.

**Recommended Reading** Adams, M., 2003, *Equity and Trusts*, LexisNexis. Dal Pont, G.E., Cockburn, T., 2005, *Equity and Trusts in Principle*, LawBook Co. Radan, P., Stewart, C., Lynch, A., 2004, *Butterworths Tutorial Series – Equity and Trusts*, LexisNexis.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignments, 40%; Final examination, 60%.

### BLB4137 ASIAN LEGAL SYSTEMS

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students, the Content of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including PRC, Hong Kong and Taiwan.

**Required Reading** Jian Fu Chen, 1999, Chinese Law: Towards An Understanding of Chinese Law, Its Nature and Development, KluwerLaw International, The Hague. Poh-Ling Tan, 1997, Asian Legal Systems: Law, Society and Pluralism in East Asia, Butterworths, Sydney, Australia.

**Recommended Reading** Wang, C. and Zhang, X., 1997, Introduction to Chinese Law, Sweet and Maxwell Asia, Hong Kong. Taylor, V., 1997, Asian Laws through Australian Eyes, LBC, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper 1, 50%; Research paper 2, 50%.

### BLB4138 CONFLICT OF LAWS

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study aims to give students an understanding of the methods by which all conflict disputes are resolved as well as an appreciation of the impact of the federal nature of our Constitution on the resolution of these disputes. Topics covered: Courts in one jurisdiction sometimes have to deal with cases involving a foreign law element, which arises from the law of another Australian State or Territory or that of another country. Conflict of Laws or Private International Law, as it is sometimes called, Examines the principles (including the constitutional principles) in relation to four main issues: the court's jurisdiction over the parties; the choice of law; the recognition and enforcement of foreign judgments (including those of other Australian courts); and the resolution of conflicts between different national laws. The law in relation to choice of law decisions is studied in the context of specific areas of law (eg. contracts, torts, property, succession and matrimonial causes).

**Required Reading** Davies, M., Staniforth, R. and Geoffrey, L., 1997, i>Conflict of Laws: Commentary and Materials, Butterworths, Sydney, Australia.

**Recommended Reading** Collins, L. QC (Ed.), 13th edn, 1999, Dicey and Morris on the Conflict of Laws, Sweet and Maxwell, London, UK. Nygh, P., 6th edn, 1995, Conflict of Laws in Australia, Butterworths, Sydney, Australia. Sykes, E. and Pryles, M., 3rd edn, 1988, Conflict of Laws Commentary and Materials, Law Book Co. Ltd, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (2,500 words), 40%; Final examination, 60%.

### BLB4139 EVIDENCE

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study includes the following components: The rules of evidence; the participants (the judge, jury, accused, witnesses and lawyers); adducing evidence; the course of evidence (examination-in-chief, cross-examination and re-examination); exclusionary rules (eg. hearsay, privilege and immunity); (vi) inclusionary rules (e.g. res gestae); exceptions to both these rules; and the development of students' skills in presenting both oral and written argument.

**Required Reading** Waight, P.K. and Williams, C.R., 5th edn, 1998, Evidence: Commentary and Materials, LBC Information Services, Sydney, Australia. Aaronson, M. and Tanner, E., 6th edn, 1998, Evidence and Procedure, Butterworths, Sydney, Australia.

**Recommended Reading** Byrne, D. and Haydon, J.D., 5th edn, 1996, Cross on Evidence, Butterworths, Sydney, Australia. Brown, R., 2nd edn, 1996, Documentary Evidence in Australia, LBC Information Services, Sydney, Australia. Odgers, S., 2nd edn, 1997, Uniform Evidence Law, Federation Press, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Practical exercise, 25%; Moot court, 25%; Final examination, 50%.

### BLB4140 PRIVACY AND MEDIA LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** The aim of this unit of study is to provide students with an overview of the laws that affect broadcasting and print media in Australia. Principle topics in privacy law will include clarification of concepts; the legal profile of privacy; territorial privacy or intrusion; information privacy; the Privacy Act 1988 (Cth) and its sectoral applications; databases and identifiers; comparison between Australian and overseas regimes; industry codes and regulation; common law actions indirectly protecting privacy interests; and current issues. Topics in media law will include freedom of speech in Australia and elsewhere; civil defamation law; court reporting; contempt of court; reporting political events; contempt of Parliament; the Press Council; illegal publications.

**Required Reading** Walker, S., 2000, Media Law: Commentary and Materials, LBC Information Services, Sydney, Australia.

**Recommended Reading** Chadwick, P. and Mullaly, J., 1997, Privacy and the Media, Communications Law Centre, Sydney, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### BLB4141 INTERNATIONAL TRADE LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analyses of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.

**Required Reading** Arup, C., 2000, The New World Trade Organisation Agreements Globalising Law Through Services and Intellectual Property, Cambridge University Press, Sydney. Pryles, M., Waincymer, J. and Davies, M., 1999, International Trade Law: Commentary and Materials, LBC.

**Recommended Reading** Trebilcock, M.J. and Howse, R., 1999, The Regulation of International Trade, Cambridge University Press, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Final examination, 60%.

### BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** BLB1114 Legal Research Methods.

**Content** The unit of study involves advanced legal research and writing on a topic of the student's choice. In consultation with the unit of study co-ordinator, students select their own research topics and formulate their research program. The topic should not duplicate a topic undertaken by a student in respect of coursework units of study for which a significant paper was written and submitted. The research and writing must be completed during one semester under the supervision of a member of staff and will involve the writing of a research paper of between 5000 and 8000 words.

**Required Reading** To be advised.

**Recommended Reading** To be advised.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (5,000 – 8,000 words), 100%.

### BLB4143 PUBLIC INTERNATIONAL LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil

**Content** This unit of study provides an overview of the principles and basic legal rules of the international system. It covers key issues in

public international law including: the basis of international legal obligation and history of the discipline; the nature and status of international law in relation to national and constitutional law; the application of international law in the Australian legal order; the sources of international law; the units of study of international law, including states, international organisations, non-state actors and individuals; recognition, sovereignty and equality of states; state jurisdiction; compliance with international law; state responsibility; the law of treaties; the use of force by states; the settlement of disputes; the United Nations, human rights and peacekeeping; the law of the sea; the international regulation of Economic activity; the international protection of the environment; the international regulation of criminal activity; the future of public international law.

**Learning Outcomes** On completion of this subject, students should be able to: – understand the nature, history and substance of public international law including its scope, sources and subjects; – understand the intersection of international and domestic law in the international legal system; – appreciate the functioning of international law in practice, including the issues of standard-setting, rule-making and compliance; – understand the extent to which rules of international law may be said to constrain state behaviour; – understand the transformation of the public international law system beyond classic system of inter-state law regulating relations between sovereign states; – consider where public international law is headed.

**Required Reading** David J. Harris, 2002, *Cases and Materials on International Law*, 6th edition, Sweet and Maxwell, London.

**Recommended Reading** Antonio Cassese, 2001, *International Law*, Oxford University Press, Oxford. Ian Brownlie (ed), 2002, *Basic Documents in International Law*, 5th edition, Oxford University Press, Oxford. Ian Brownlie, 2003, *Principles of Public International Law*, 6th edition, Oxford University Press, Oxford. Gregory H. Fox and Brad R. Roth (eds), 2000, *Democratic Governance and International Law*, Cambridge University Press, Cambridge. Thomas M. Franck, 1997, *Fairness in International Law and Institutions*, Oxford University Press, Oxford. Stephan Hall, 2003, *Butterworth Tutorial Series: Public International Law*, LexisNexis Butterworths. Peter Malanczuk, 1997, *Akehurst's Modern Introduction to International Law*, 7th edn, Routledge, London and New York. Malcolm N. Shaw, 2003, *International Law*, 5th edn, Cambridge University Press, Cambridge. Anne-Marie Slaughter, 2004, *A New World Order*, Princeton University Press, Princeton and Oxford.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 40%; Final Examination (3 hour), 60%.

## BLB4144 EUROPEAN UNION LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study primarily examines EU law and integration in their political, social and economic contexts. It covers a range of topics and issues including: European integration and the EU legal order: foundations, defining events, constitution; the sources of EU law, legislative acts, general principles of law and international agreements; the relationship between EU law and national law: direct effect and supremacy over conflicting national law; judicial remedies; ECJ: reasoning and techniques; enforcement of EU law; EU trade law and policy: the free movement of goods, workers and services and freedom of establishment; competition law and policy; anti-discrimination law; and future directions.

**Learning Outcomes** On completion of this subject, students should be able to: – understand European integration as a process and a goal, from interdisciplinary perspectives; – understand the dynamic institutional interactions, processes and practices of EU governance; – understand the role of the European Court of Justice (ECJ) in constitutionalising the EU; – understand the general framework of EU law and the institutions which make, administer and apply that law; – understand the reception and status of EU law within national legal systems; – understand selected areas of EU substantive law and how the law operates in practice; and – understand the EU's significance as a global actor.

**Required Reading** Nigel Foster, 2003, *Blackstone's EC Legislation*, 2003-2004 14th Edition, Oxford University Press, Oxford. Paul Craig and Gráinne de Búrca, 2003, *EU Law*, Text, Cases and Materials, 3rd Edition, Oxford University Press, Oxford.

**Recommended Reading** Anthony Arnall, 1999, *The European Union and its Court of Justice*, Oxford University Press, Oxford. Gráinne de Búrca and Joanne Scott (eds), 2001, *The EU and the WTO: Legal and Constitutional issues*, Hart Publishing, Oxford. Simon Bronnitt, Fiona R. Burns and David Kinley, 1995, *Principles of European community Law: Commentary and Materials*, Lawbook Co, Sydney. Trevor C. Hartley, 1999, *Constitutional Problems of the European Union*, Hart Publishing, Oxford. Trevor C. Hartley, 1999, *The Foundations of European Community Law*, 4th edition, Oxford University Press, Oxford. Margot Horspool, 2000, *European Union Law Core*, Series 2 edn, Butterworths, London. Joseph H.H. Weiler, 2000, *The Constitution of Europe 'Do the New Clothes have an Emperor?' and other Essays on European Integration*, Cambridge University Press, Cambridge.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 40%; Final Examination (3 hour) open book, 60%.

## BLB4145 HUMAN RIGHTS LAW

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** Topics will include: history of international human rights law; theoretical and normative debates regarding human rights; the UN human rights regime (the International Bill of Rights, and specialised conventions on genocide, torture, discrimination and so on); international criminal law and war crimes trials (including the International Criminal Court); humanitarian intervention, and other enforcement or implementation measures; the impact of international human rights law on Australian law and institutions.

**Learning Outcomes** After satisfactorily completing this subject, students will: have a fundamental knowledge of the historical development of international human rights law; be familiar with the relevant standards and institutions of the UN; have a close understanding of the provisions of the Universal Declaration of Human Rights, 1966 Covenants and specialized conventions; have an informed perspective on the various theoretical and normative debates over international human rights law; have some understanding of the interaction between international, regional and national human rights regimes and laws.

**Required Reading** H. J. Steiner and P. Alston, 2000, *International Human Rights in Context*, (Latest Edition), Oxford University Press, Oxford.

**Recommended Reading** R. Piotrowicz and S. Kaye, 2000, *Human Rights in International and Australian Law*, Butterworths, Chatswood, NSW.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial participation and tutorial exercise, 20%; Assignment (3000 words), 30%; Final Examination (3 hours) open book, 50%.

## BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study Content will include: Intestacy and the administration and distribution of property of persons who have not made a Will; Testamentary capacity and intention; The legal requirements for the making, execution and alteration of a Will; Legacies, Bequests, Devises, Life Interests, Trusts and Residue; Mutual Wills; Duties of Lawyers in drafting and executing Wills; Applications for Grant of Probate and contests in relation to the granting of Probate; Duties and Powers of Executors and Administrators The administration of estates; calling in and distribution of property.

**Learning Outcomes** At the conclusion of this subject students should be able to describe the principles elements of the substantive law of succession as it relates to Victoria. They should be able to evaluate the effectiveness of the law in achieving its stated objectives and recommend and justify on legal grounds measures designed to improve the law in this field. Students should be able to demonstrate a knowledge of the procedural law involved in obtaining Grants of Probate and Letters of Administration.



**Required Reading** Mackie, K. and Burton, M., 2003, Outline of Succession, 2nd Edition, Lexis Nexus, Australia.

**Recommended Reading** De Groot, J. K. and Nickel, B. W., 2001, Family Provision in Australia, Lexis Nexus, Australia. Rowland, C., 2003, Hutleys Australian Wills Precedents, Lexis Nexus, Australia.

**Class Contact** Equivalent to three hours per week. One two hour lecture and one one-hour seminar per week. Unit of study equal to 12 credit points.

**Assessment** Assignment (3,000 words), 40%; Final Examination (3 hours), 60%.

## BLB5500 COMPARATIVE LEGAL SYSTEMS

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The first part of the unit of study is concerned with an introduction to the major legal systems in the world. The meaning, sources, and structure of law in these legal systems, together with their reception into South and South East Asia will be dealt with in the second part. The role of the legal profession and legal education in those countries will be discussed along with other topics.

**Required Reading** De Cruz, P., 1999, Comparative Law in a Changing World, Cavendish, London. Zweigert, K. and Kotz, H., 1998, An Introduction to Comparative Law, North Holland Publishing Co.

**Recommended Reading** Foster, M., 1993, German Law and Legal System, Blackstone. Dadomoc, C. and Farran, S., 1993, The French Legal System, Sweet and Maxwell. Hooker, M., 1988, The Laws of South-East Asia Volume 2: European Laws in South-East Asia, Butterworths, Asia.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper, 50%; Examination, 50%.

## BLB5501 LEGAL RESEARCH AND WRITING

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students will be introduced to primary and secondary legal sources of legal research materials and the means of researching them using both paper based and electronic resources. Students will learn correct research strategies and techniques and methods of citation. Students will be introduced to a range of legal writing styles, methods of critical analysis and the presentation of legal argument.

**Required Reading** Nemes, I. and Coss, G., 1998, Effective Legal Research, Butterworths, Sydney, Australia.

**Recommended Reading** Crosling, G. and Murphy, H., 3rd edn, 2000, How to Study Business Law, Butterworths, Sydney, Australia. Dayal, S. e-law research, 2000, Your Guide to Electronic Legal Research, Butterworths, Sydney, Australia. Watt, R., 3rd edn, 1997, Concise Legal Research, Federation Press, Sydney, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment, 40%; Examination, 60%.

## BLB5502 ASIAN BUSINESS LAW

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students the **Content** of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including PRC, Hong Kong and Taiwan.

**Required Reading** Jian Fu Chen, 1999, Chinese Law: Towards An Understanding of Chinese Law, Its Nature and Development, Law International, Hague. Kluwer, Poh-Ling Tan(ed), 1997, Asian Legal Systems: Law, Society and Pluralism in East Asia, Butterworths, Sydney, Australia. Taylor, V.(ed), 1997, Asian Laws through Australian Eyes, LBC, Sydney, Australia.

**Recommended Reading** Wang Chenguang and Zhang Xianchu(ed), 1997, Laws of the People's Republic of China, Sweet and Maxwell Asia, Hong Kong.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Two research papers and class presentations of draft papers, 100%.

## BLB5503 INTERNATIONAL TRADE LAW

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analyses of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.

**Required Reading** Pryles, M., Waincymer, J. and Davies, M., 1999, International Trade Law: Commentary and Materials, LBC.

**Recommended Reading** Trebilcock, M.J. and Howse, R., 1999, The Regulation of International Trade.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

## BLB5505 IMMIGRATION LAW AND PRACTICE

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will introduce students to the sources of immigration law. It will introduce the structure of Australian visas and the Australian citizenship. It will focus on the migration applications. The migration agent registration scheme is also included. The administrative and judicial review of the decisions on immigration applications are also key parts of this unit of study.

**Required Reading** To be advised.

**Recommended Reading** To be advised.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 25%; Examination, 75%.

## BLB5506 TELECOMMUNICATIONS LAW AND POLICY

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide an overview and analysis of the law relating to telecommunications, broadcasting and radio communications in Australia. Principal topics include: convergence of media and the legal boundaries affecting telecommunications and services encompassing broadcasting and narrow casting; reform of the telecommunications since 1997; the liabilities of telecommunications carriers and service providers; interconnection issues; regulation of competition; control and ownership issues; the regulatory process; and the role of regulators including AUSTEL, ACCC, the ABA and SMA.

**Required Reading** Gillies, D. and Marshall, R., 1997, Telecommunications Law, Butterworths, Sydney, Australia.

**Recommended Reading** Leonard, P., Carabine, N. and Henderson, A. (eds), Communications Policy in Australia, Butterworths looseleaf service, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 60%.

## BLB5507 INTERNATIONAL COMMERCIAL LAW

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines a number of legal issues arising in typical international commercial transactions. Among the matters to be discussed are the Vienna Convention on International Sales, contracts for international sale of goods, carriage of goods by sea, air and land, international financing and banking (particularly letters of credit), marine insurance, foreign investment, import control, GATT and WTO, conflict of laws and the resolution of international commercial disputes.



**Required Reading** Mo, J., 2nd edn, 2000, International Commercial Law, Butterworths, Sydney, Australia.

**Recommended Reading** Burnett, R., 1994, The Law of International Business Transactions, The Federation Press, Sydney, Australia. Mo, J., 1995, International Commercial Law, Butterworths' Student Companions, Butterworths, Sydney, Australia.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 60%.

### **BLB5508 MASTERS READING COURSE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study will be taught as a series of seminars and discussions, each of which focuses on a particular philosophical approach to legal research. It is anticipated that guest speakers, including recent research masters of PhD graduates will explain the philosophical basis of their research or writing, and present issues for debate and analysis by students. Students will be expected to complete assigned readings prior to each seminar, and to come along prepared to engage in an informed debate.

**Required Reading** To be advised.

**Recommended Reading** To be allocated week by week according to topics chosen for the semester.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major research assignment, 70%; Contribution to weekly class discussions and debates, 30%.

### **BLB5509 INTRODUCTION TO LAW AND ECONOMICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces the student to an interdisciplinary analysis of the law: the economic analysis of law. Principle topics include: Outline of the essential analytical framework of microeconomics. The distinction between positive and normative analysis and its significance. Survey of foundation articles and scholarship in the area of law and economics. Use of explicit and hypothetical contractarian models to view the law. Application of the analysis to certain commercial aspects of contract law, tort law, property law and the law of fiduciary obligations. Consideration of the limits and critiques of law and economics.

**Required Reading** Cooter, R. and Ulen, T., 2nd edn, 1997, Law and Economics, Addison-Wesley, Massachusetts, USA. Katz, A.W., 1998, Foundations in the Economic Approach to Law, Oxford University Press, New York, USA.

**Recommended Reading** Heyne, P., 1999, The Economic Way of Thinking 2000, MacMillan, New York, USA. Polinsky, M., 2nd edn, 1989, An Introduction to Law and Economics, Little Brown and Co., Chicago, USA. Posner, R., 4th edn, 1992, Economics Analysis of Law, Little Brown and Co., Chicago, USA.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper, 50%; Examination, 50%.

### **BLB5510 ADVANCED CORPORATE LAW**

**Campus** City Flinders.

**Prerequisite(s)** BLB5530 Comparative Corporate Law.

**Content** This unit of study will provide students with advanced knowledge of specialised areas of Australian Corporations Law. Particular attention will be given to areas of Australian insolvency law, such as voluntary administration, schemes of administration, receivership, the powers of liquidators, winding up and dissolution of companies.

**Required Reading** Tomasic, R. and Whitford, K., 2nd edn, 1997, Australian Insolvency and Bankruptcy Law, Butterworths, Sydney, Australia.

**Recommended Reading** To be advised.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment 1, 50%; Assignment 2, 50%.

### **BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study covers the principles of good legal writing. A critical appreciation of traditional legal English and its impact on comprehensibility. The consumer driven movement towards comprehensible documents. The formation of plain English guidelines. The critics of plain English. The application of plain language guidelines worldwide and the empirical evidence supporting them.

**Required Reading** A Manual of Readings and Exercises to be provided.

**Recommended Reading** Allen, K. and Burrage, K., 1991, Euphemism and Dysphemism: Language used as a Shield and a Weapon, Oxford University Press. Bogdan, D. and Straw, S., 1990; 1996, Beyond Communication: Reading Comprehension and Criticism, Heinemann. Penman, R. and Sless, D.(eds), 1994, Designing Information for People: Proceedings from the Symposium, Communication, Research Press.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Individual exercises, 25%; Group exercises, 25%.

### **BLB5512 E-COMMERCE AND THE LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide an overview and analysis of legal issues arising in the electronic commerce environment affecting businesses, consumers and regulators. Topics include: formation of contracts and the impact of legislation governing consumer protection, electronic transactions and content; security, electronic signatures, authentication and privacy; sources of liability including negligence, defamation, confidentiality, and copyright in the digital environment; and jurisdictional questions.

**Required Reading** Fitzgerald, P.(ed), 1999, Going Digital, Prospect Publishing, Sydney, Australia. Leonard, P.(ed), 1997, Internet Law Anthology, Prospect Publishing, Sydney, Australia.

**Recommended Reading** Edwards, L. and Waelde, C.(eds), 1997, Law and the internet: Regulating Cyberspace, Hart Publishing. Rosenoer, J., 1997, Cyberlaw: The Law of the Internet, Springer-Verlag.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 50%; Seminar participation, 10%.

### **BLB5513 ADVANCED RESEARCH METHODS IN LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides a comprehensive introduction to research methodologies in law, including the consideration of possible research topics for academic thesis/dissertations. Included in the unit of study matter of the course are examinations of the research process, considerations of ethical issues in legal research, problem definition and the research proposal, survey research, questionnaire design, quantitative research in law, and an exploration of different research paradigms and writing styles in legal research.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment on applying research methodology to legal issues and/or ethical issues in legal research, 25%; Applied legal research assignment (can be done in group or individual mode), 35%; Research Proposal, 40%.

## BLB5520 DISSERTATION

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The dissertation will be undertaken in the following way. Students will select a research topic and negotiate the topic, research questions and research method in consultation with an appointed supervisor. A dissertation of 15,000 words is required for the standard degree, and 25,000 words for the Honours degree.

**Required Reading** To be advised.

**Recommended Reading** McGregor-Lowndes, M. and Davidson, A., 1997, *The Internet for Lawyers*, LBC, Sydney, Australia. Nemes, I. and Coss, G., 1998, *Effective Legal Research*, Butterworths, Sydney, Australia. Watt, R., 1997, *Concise Legal Research*, Federation Press, Sydney, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** 15,000 word Dissertation, 100%.

## BLB5522 DISSERTATION (FULL-TIME)

**Campus** City Flinders.

**Pre-requisite(s)** Completion of coursework units of study in the professional doctorate in law.

**Content** The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.

**Learning Outcomes** The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.

**Required Reading** The unit is based on independent research and references will be determined by the field of study.

**Recommended Reading** The unit is based on independent research and references will be determined by the field of study.

**Class Contact** Students are required to meet regularly with their appointed supervisor. Unit of study equal to 4 x 48 credit points (f/t).

**Assessment** Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.

## BLB5523 DISSERTATION (PART-TIME)

**Campus** City Flinders.

**Pre-requisite(s)** Completion of coursework units of study in the professional doctorate in law.

**Content** The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.

**Learning Outcomes** The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.

**Required Reading** The unit is based on independent research and references will be determined by the field of study.

**Recommended Reading** The unit is based on independent research and references will be determined by the field of study.

**Class Contact** Students are required to meet regularly with their appointed supervisor. Unit of study equal to 8 x 24 credit points (p/t).

**Assessment** Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.

## BLB5530 COMPARATIVE CORPORATE LAW

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide a focused introduction to the field of comparative law and do this by examining one of more commercial law unit of studies depending on the interests of the lecturer. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.

**Required Reading** Tomasic, R., 1999, *Company Laws in East Asia*, Ashgate/Dartmouth Press, England.

**Recommended Reading** Mo, J., 1997, *International Commercial Law*, Butterworths, Sydney, Australia. Tomasic, R. and Little, P., 1997, *Insolvency Law and Practice in Asia*, FT Law and Tax, Hong Kong.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major Assignment 1, 50%; Major Assignment 2, 50%.

## BLB5551 INTRODUCTION TO SUPERANNUATION AND ITS REGULATORY ENVIRONMENT

**Campus** Records Office.

**Prerequisite(s)** Nil

**Content** Retirement Savings in Australia – A Global Perspective, Retirement Savings, Programmes Around the World, The Demographic Imperative, Global responses to the problem, The Australian Response, Income in retirement – how much is enough?, The Development of Superannuation Funds, The birth of superannuation funds, Expansion of benefits and coverage, Impact of tax and social security, Work force coverage and award superannuation, Problems with award and superannuation

Superannuation guarantee charge, Choice of fund, Types of Superannuation Schemes, The Service Providers, Types of Investment Vehicles, Key investment characteristics, Superannuation investment vehicles, Average asset holdings of superannuation funds, Legal and Taxation Issues, Taxation, Regulatory framework, Superannuation Funds Assets, Assets – current position, Changes in preferred savings vehicles, Overview of Main Fund Types, The main fund types, Corporate Funds, Master trusts, Industry funds, Public sector funds, Review

**Learning Outcomes** At the end of this topic you should be able to: describe the development of superannuation in Australia; distinguish between defined benefit funds and accumulated benefit funds; identify the roles of the various service providers in superannuation; describe the key investment characteristics of each of the main classes of superannuation vehicles; outline the current state of superannuation assets in Australia and trends seen in superannuation holdings; outline the basic taxation issues to be considered in superannuation investments; differentiate between corporate funds, master trusts, public sector funds and industry funds on the basis of key superannuation issues.

**Required Reading** Quinlivan, Beth, 1997, *The Dictionary of Superannuation* (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. The Australian Tax Practice 4 Volume loose-leaf service.

**Recommended Reading** CCH Australia Superannuation: Taxation Materials

**Class Contact** Up to thirty-six hours, normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One research assignment (2,500 words), 50%; Final Examination, 50%.

## BLB5552 DUTIES OF SUPERANNUATION TRUSTEES

**Campus** Records Office/City Flinders.

**Prerequisite(s)** Nil

**Content** Who may be a Trustee? What is a trust? Trustee requirements; SIS restrictions; Roles of a Trustee; Legal Custodian; Executive officer; Fiduciary; Duties of a Trustee; Equitable duties; SIS duties; Partial codification of duties; Trustee subject to private law; Powers of a Trustee; Exercising a power; Types of power; Liability of a Trustee; Personal liability under law of equity; Liability of directors of a corporate trustee; Limitation of liability in trust deed; Statutory

protection; Liability indemnity insurance; Right of reimbursement; Penalties under SIS; Becoming a Trustee; Considerations; Appointment; Retirement; Policy committees; Future of Trusteeship; Review.

**Learning Outcomes** At the end of this topic you should be able to: define the roles of a trustee as a legal custodian, executive officer and fiduciary; list and define the fiduciary duties imposed by the law of equity upon trustees; list and define the statutory duties imposed upon trustees of regulated superannuation funds by SIS; describe the powers of a trustee; understand the liability of trustees and the limitations of that liability; appreciate the impact of recent initiatives on the future of superannuation fund trusteeship.

**Required Reading** Quinlivan, Beth, 1997, The Dictionary of Superannuation (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. 2002/2003 Australian Master Superannuation Guide, CCH Australia, phone 1300 300 224. The Australian Financial Review Dictionary of Investment terms, County Investment Management, 2000, Fifth Edition (also available at [www.investco.com.au](http://www.investco.com.au) website). The Australian Tax Practice, 4 Volume, loose-leaf service.

**Recommended Reading** CCH Australia Superannuation: Taxation Materials

**Class Contact** Up to 36 Hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law

**Assessment** One research assignment (2,500 words), 50%; Final Examination, 50%.

### **BLB5553 SUPERANNUATION COMPLIANCE FRAMEWORK**

**Campus** Records Office/City Flinders.

**Prerequisite(s)** (Nil)

**Content** Overview, Why keep records and have information systems? What records are kept? Who keeps these records? For how long are these records maintained? How long a period are records to be kept? Compliance, Influencing Records, Legislation, Type of fund, Benefit type, Member Records, Basic member data, Tax Film Number, Records for defined benefit funds, Records for defined contribution plans, Plan Accounting Records, Introduction, Contribution income, Investment assets, Investment, Benefit payments, Fund expenses, Fund liabilities, Financial statement, New Members, Eligibility versus compulsion, Joining a plan, Reporting to Members, Annual statement, Information relating to significant events, Information on request, Benefit Payments, Information to members, Processing termination payments, Other administrative considerations, Plan Returns and Reports, ASIC requirements, Public offer funds, Annual reports to members, APRA requirements, Audit requirements, Other annual report, Current Issues, Casual employees, Fund choice, Member investment choice, Divorce, What is a rollover? What can be rolled over? What can't be rolled over? Tax reasons for rolling over, How rollovers are taxed? Roll over options, Consolidating benefits, Superannuation funds and RSAs, Approved Deposit Funds, Annuities, Review

**Learning Outcomes** At the end of this topic you should be able to: describe the Commonwealth Government's power to regulate superannuation under the Constitution; explain the principles of common law relevant to superannuation, trust law and fiduciary principles; outline the standards under the Superannuation Industry (Supervision) Act 1993 (Cth) and accompanying Regulations (SIS) which superannuation funds are required to meet for concessional tax treatment; distinguish between complying and non-complying superannuation funds and outline the taxation treatment of complying and non-complying superannuation funds, under the Income Tax

**Assessment** Act 1936 (Cth) (1936 Tax Act); explain what member investment choice is, and outline the effects on trustees of a fund offering member investment choice; outline the regulation of funds which fall under the Corporations Act rather than SIS; explain the regulatory structure and taxation of life insurance companies; outline the compulsory provision of superannuation by employers, including the Superannuation Guarantee Charge; outline the changes established by the Financial Services Reform Act (FSR) and the Family Law Legislation Amendment (Superannuation) Act; understand the effect of recent developments.

**Required Reading** Quinlivan, Beth, 1997, The Dictionary of Superannuation (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. 2002/2003, Australian Master Superannuation Guide, CCH Australia, phone 1300 300 224. The Australian Financial Review

Dictionary of Investment terms from County Investment Management, 2000, Fifth Edition (also available at [www.investco.com.au](http://www.investco.com.au) website).

The Australian Tax Practice, 4 Volume, loose-leaf service.

**Recommended Reading** CCH Australia Superannuation: Taxation Materials

**Class Contact** Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One research assignment (2,500 words), 50%; Final Examination, 50%.

### **BLB5554 TAXATION OF SUPERANNUATION**

**Campus** Records Office/City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study gives an overview of the policy and legislative framework for the taxation of superannuation. It covers superannuation contributions, the taxation of superannuation funds in Part IX of the Income Tax Assessment Act 1936 (Cth), reasonable benefit limits, the taxation of eligible termination payments and the taxation of pensions and annuities.

**Learning Outcomes** Students will have a detailed understanding of the policies, technical rules and current practical problems involved in the taxation of superannuation.

**Required Reading** Robert M. C. Brown et al, Australian Superannuation Practice, Australian Tax Practice, Sydney. 1988 – to date (loose leaf) CCH Australia, 2004, Superannuation: Taxation Materials, CCH Australia, Sydney.

**Class Contact** Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (2,500 words), 50%; Final Examination, 50%.

### **BLB5555 COMMERCIAL CONTRACTS**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study gives an overview of the fundamentals of contract law and will enable students to understand the principles and their application to commercial transactions. It will examine the historical development of contract, its place in economic and other theories of law and the impact of globalisation on domestic contract regimes. Topics will include: the principles and theories of contract law and their evolution in common law and international commercial law, the formal requirements for valid contracts and their discharge as well as the factors which may vitiate a contract.

**Learning Outcomes** Students will have an understanding of the fundamental principles of contract law and be able to apply them to commercial transactions.

**Required Reading** Carter, J.W. and Harland, D.J., 2002, Contract Law in Australia, 4th edition, Butterworths, Sydney. Carter, J.W. and Harland, D.J., 2004, Cases and Materials on Contract Law in Australia, 4th edition, Lexis Nexis Butterworths, Sydney.

**Recommended Reading** Karla, C. Shippey, 2002, A Short Course in International Contracts: Drafting the International Sales Contract for Attorneys and Non-Attorneys, World Trade Press, Novato, California.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (2500 words), 50%; Final examination, 50%.

### **BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an introduction to processes, other than litigation and arbitration, for resolving disputes. It focuses on negotiation and mediation in the context of current issues producing commercial disputes. Topics include: the theory underlying negotiation and mediation and the contexts in which they are used rather than litigation or arbitration; the causes of commercial conflicts, the roles and objectives of alternative dispute resolution (ADR) processes; the choice between facilitative, advisory and determinative processes; the skills, settings and processes required for finding agreement including

identifying and reframing issues; identifying problems in designing and using effective ADR systems; and future trends in ADR.

**Learning Outcomes** Students will be aware of alternative dispute processes, the processes used within them, the policies on which they rest and the skills required by professionals acting within them.

**Required Reading** Spiegel, Rogers and Buckley, 1998, Negotiation: Theories and techniques, Butterworths, Sydney. Tania Sourdin, 2002, Alternative Dispute Resolution, Lawbook Co., Sydney.

**Recommended Reading** Laurence Boulle and Miryana Nesic, 2001, Mediation: Principles, Process, Practice, Butterworths, London. Ruth Charlton, 2000, Dispute Resolution Guidebook, LBC, Australia. Hilary Astor and Christine Chinkin, 2002, Dispute Resolution in Australia, 2nd Edition, Butterworths, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Two practical exercises during the course, 50%; One research paper or case study (2500 words), 50%.

## **BLB5557 COMMERCIAL ARBITRATION LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study will cover the law relating to domestic arbitration in a comprehensive compass. It will enable students to gain a knowledge of the law applicable to the initiation and conduct of an arbitration as a form of alternative dispute resolution and the obtaining and enforcement of an arbitral award. Specific topics covered will be matters preliminary to arbitration; disputes that may be referred to arbitration; the arbitration agreement; enforcing the duty to arbitrate; appointment of the arbitrator(s); challenges to the appointment of arbitrators; the Commercial Arbitration Act 1984 and its operation in relation to domestic arbitration; the role of arbitral institutions; what is domestic arbitration as opposed to an international arbitration; the role of the court in respect of arbitration; rules applicable to the conduct of arbitrations; procedural powers of arbitrators; confidentiality of proceedings; the arbitral award; making the award; challenges to the award; enforcement of the award; appeals from arbitrators. The relationship of arbitration to other methods of dispute resolution will form part of the unit of study. The unit of study presupposes a good knowledge of contract and commercial law. In addition to the statutory basis for arbitration in Victoria students will be expected to read and discuss a number of leading cases dealing with arbitration since much of the law of arbitration is contained in the cases.

**Learning Outcomes** A thorough knowledge of the principles of commercial arbitration law.

**Required Reading** Commercial Arbitration Act 1984 (Vic), International Arbitration Act 1974 (Cth)

**Recommended Reading** David Byrne, 1997 – present (loose-leaf), 'Arbitration' in Harry Gibbs (ed), Halsbury's Laws of Australia, Vol 2 (1) pages 38,000-38,662, LexisNexis Butterworths, Sydney. Marcus Jacobs, 1990- present (loose-leaf), Commercial Arbitration Law and Practice, Law Book Co, Sydney.

**Class Contact** One semester, thirty-six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

**Assessment** Take home examination paper or term paper at the election of candidates.

## **BLB5558 COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE**

**Campus** City Queen.

**Prerequisite(s)** BLB5557 Commercial Arbitration Law.

**Content** The unit of study provides specialised professional education for those working in commercial arbitration. It brings together a range of knowledge and skills that are needed by arbitrators in the running of the arbitral process. These skills include the conduct of preliminary and directions hearings; the conduct of the hearing proper including rulings, awards and costs.

**Learning Outcomes** A thorough knowledge of the conduct of an arbitration from directions hearing through to the handing down of a final arbitral award.

**Required Reading** Commercial Arbitration Act 1984 (Vic)

**Recommended Reading** Marcus Jacobs, 1990 – to present (loose-leaf), Commercial Arbitration Law and Practice, Law Book Co, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Seminar Participation, 20%; Role Play Moot Arbitration, 80%.

## **BLB5559 INTERNATIONAL COMMERCIAL ARBITRATION**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study introduces students to international arbitration and deals with the following topics: the relevant legal instruments creating jurisdiction, the role and work of arbitral institutions, pre-commencement considerations, gathering and dealing with evidence, commencing an arbitration proceeding, nominating and challenging arbitrators, challenging the jurisdiction of the tribunal, interim protective measures, disclosure and discovery, procedural orders and interim awards, oral and written arguments, opening statements, techniques of examination, awards including: \*awards on jurisdiction and applicable law, partial awards and final awards, \*awards on interest and awards on costs, the correction of awards and additional awards and the enforcement and setting aside of awards.

**Learning Outcomes** Students will understand and evaluate the role of arbitration in international commercial disputes.

**Required Reading** Marcus Jacobs, 1992, International Commercial Arbitration in Australia: Law and Practice, Law Book Co, Sydney.

**Recommended Reading** Klaus Peter Berger, 2002, Arbitration Interactive: A case study for Students and Practitioners, P Land, New York.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Two practical exercises during the course, 50%; One research essay or case study (2500 words), 50%.

## **BLB5560 JUDGEMENT, DECISION AND AWARD WRITING**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil.

**Content** Parties who resort to the Arbitral process, whatever its results for them, need assurance that they have a fair hearing. To a small extent, information as to this can come from the conduct of the Arbitrator during the hearing. But the major source of such information is the judgement, decision and award of the Arbitrator. Such documents must accurately disclose the cast of mind of the Arbitrator. They must convey a logical train of thought in the decision making. They must convey that evidence or other materials upon which the Arbitrator has acted and why he has done so. They must convey that evidence or other material upon which the Arbitrator is not prepared to act and why. They must convey a sufficient understanding of the relevant legislation and authorities and the manner in which the Arbitrator has used them in decision making. They must convey a sufficient understanding in the Arbitrator of the Advocates submissions and why some have been upheld and some rejected. Hence the necessity for this unit of study for Arbitrators. It is also necessary for Advocates in that it enable them to detect flaws and errors in judgements and decisions made in the Arbitral process.

**Learning Outcomes** A thorough knowledge of the principles of judgment, decision and award writing.

**Required Reading** Commercial Arbitration Act 1984 (Vic) International Arbitration Act 1974 (Cth).

**Class Contact** One semester, thirty six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

**Assessment** Take home examination paper or term paper at election of candidate. The writing of a judgement, decision etc upon an agreed set of facts.

## **BLB6001 CULTURAL DIVERSITY AND COMMUNITY PARTICIPATION IN CRIME CONTROL**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study considers recent community based approaches to crime control, policing, criminal justice and treatment of offenders and victims. It considers how cultural values and formations influence perceptions of crime and responses to it within communities, both local and transnational. Case studies include the roles of informal networks, local governance, customary norms and diversion programs. As well as academic insights, students will gain experience as

regulators with community relations such as the conduct of consultations and meetings.

**Required Reading** Johnston, L. and Shearing, C., 2002, *Governing Security: Explorations in Policing and Justice*, Routledge, London. Strang, H. and Braithwaite, J. (ed), 2001, *Restorative Justice and Civil Society*, Cambridge University Press, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One research assignment (2500 words), 50%; One group exercise (2500 words), 50%.

### **BLB6002 COMPLIANCE AND SELF-REGULATION: THE CORPORATE ROLE**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study studies recent strategies that seek to guide systems and personnel within corporations to take responsibility for preventing and remedying harm. It highlights the emergence of the compliance officer and considers how these officers might deal effectively with external regulatory agencies and with their own executives and colleagues. As well as academic insights, students will gain experience as regulators with the design of internal processes, such as ethics and oversight committees, plans and audits.

**Required Reading** Parker, C., 2002, *The Open Corporation: Effective Self-Regulation and Democracy*, Cambridge University Press, Melbourne. Clough, J. and Mulhern, C., 2002, *The Prosecution of Corporations and their Officers*, Oxford University Press, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One case study (2500 words), 50%; One essay (2500 words), 50%.

### **BLB6003 CROSS-BORDER REGULATION**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study traces the growth of functional regulatory networks and international organizations (such as Interpol, OECD, IOSCO and the Basle Committee) and the development of informal understandings, cooperative procedures, codes of conduct and international standards for regulation. It considers their relationships with private centers of power and the authority of nation states.

**Required Reading** Braithwaite, J. and Drahos, P., 2000, *Global Business Regulation*, Cambridge University Press. Stessens, G., 2000, *Money Laundering: A New International Law Enforcement Model*, Cambridge University Press, Cambridge. Deffem, M., 2002, *Policing World Society: Historical Foundations of International Police Cooperation*, Oxford University Press, Oxford.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One report (2500 words), 50%; One research assignment (2500 words), 50%.

### **BLB6004 MULTI-JURISDICTIONAL CRIMINAL JUSTICE**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study follows the characteristic steps through which criminal and other regulatory offences are prosecuted and defended. It assesses the variety of means which are employed to mediate the conflicts of law that arise. These include the use of constitutional and legislative documents, civil liberties and human rights, choices of law and location, conflict of laws doctrine, and extradition and enforcement of judgements treaties.

**Required Reading** Kittichaisaree, K., 2001, *International Criminal Law*, Oxford University Press, Melbourne. Hirst, M., 2003, *Jurisdiction and the Ambit of the Criminal Law*, Oxford University Press, Oxford.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One report (2500 words), 50%; One case assignment (2500 words), 50%.

### **BLB6005 RESEARCH METHODS AND PROFESSIONAL STANDARDS**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** The unit of study identifies the range of professionals involved today in regulatory policy making, such as accountants, engineers, lawyers, medical specialists and psychologists. Through case studies, it compares the approaches they take to research, the formulation of issues, the weighing of evidence and the recommendation of reforms. Topics include the identification of hazards and harms, the determination of breaches, and the treatment of offenders. It examines the ways their expertise is subjected to scrutiny, both internally within codes of professional conduct and externally in the courts and the new administrative law.

**Required Reading** Freckelton, I. and Selby, H., 2002, *Expert Evidence: Law, Practice, Procedure and Advocacy*, 2nd edn, Lawbook Co, Sydney. Freeman, M. and Reece, H. (eds), 1998, *Science in Court*, Ashgate, Aldershot.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One case study (2500 words), 50%; One essay (2500 words), 50%.

### **BLB6607 PUBLIC INTEREST LITIGATION AND CIVIL REMED**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** Both the common law and legislative schemes provide regulatory agencies and private citizens with opportunities to sue wrongdoers for civil remedies. Through case studies and practice guides, the unit of study explores the uses made of civil action. It considers such innovations in litigation as class actions, conditional fees, and civil penalties and responses to litigiousness like case management, ADR, limitation of liability and statutory insurance funds. The civil action will be compared with other strategies including criminal prosecution and law reform campaigns. This subject will be taught with input from a public interest law centre such as the consumer law centre, environmental defender's office or the public interest advocacy centre.

**Required Reading** Australian Law Reform commission, *Civil and Administrative Penalties*, Discussion Paper 65, April 2002, PIAC. Symes, T., Renger, M. and Paradise, N., 1996, *Environmental Litigation*, Federation Press, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One research assignment (2500 words), 50%; One practical exercise (preparation and delivery of brief), 50%.

### **BLB6608 CONTEMPORARY REGULATORY POLICY AND LAW**

**Campus** City Flinders, City Queen.

**Prerequisite(s)** Nil

**Content** Pursuing case studies, the unit of study evaluates the experience with different regulatory strategies, including the strategy of criminalizing conduct, and alternative approaches such as self-regulation, risk management, economic incentives, civil liability, administrative procedures, private contracting and public provision.

**Required Reading** Baldwin, R. and Cave, M., 1999, *Understanding Regulation: Theory, Strategy and Practice*, Oxford University Press, Oxford. Campbell, D. and Picciotto, S. (eds), 2002, *New Directions in Regulatory Theory*, Blackwell, Oxford.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** One literature study (2500 words), 50%; One research assignment (2500 words), 50%.

## BLB6630 TAX ADMINISTRATION AND PRACTICE

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the procedural requirements for the efficient tax administration and practice and covers the following topics: (a) the universal concept of income and self Assessment in the Australian taxation system; (b) the interaction of section 51 and section 55 of the Constitution with the Income Tax Assessment Act 1936 and the power of the Commissioner in respect of taxation; (c) the power of the Commissioner to issue notices of Assessment and the reliance on section 175 for the validity of Assessment and section 177 as conclusive evidence of the tax liability; (d) the objection, review and appeal process to challenge the validity of the assessment; (e) the Freedom of Information Act as an effective tool for the taxpayer to obtain information from the Australian Taxation Office; (f) the private ruling system and the legal effect of a private ruling; (g) the Commissioner's power to access information and documents under section 263, 264 and 264A of the Income Tax Assessment Act; (h) the taxpayer's claim to legal professional privilege; (i) the structure of administrative penalties and the Commissioner's discretionary power.

**Learning Outcomes** A student who has successfully completed the subject will have a sound knowledge and understanding of the following: (a) the power and the authority of the Commissioner to impose income tax; (b) the statutory framework provided in sections 263, 264 and 264A of the Income Tax Act 1936 giving power to the Commissioner to gather information and documents for the proper administration of the tax legislation; (c) the procedure adopted by the Commissioner to serve a notice of assessment, a notice of amended Assessment and recovery of outstanding tax liability; (d) the taxpayer's defence to recovery proceedings, objections and appeal process to challenge the notice of assessment; (e) ATO Rulings and principles in relation to penalty provisions; (f) procedure for the application of private rulings to the Commissioner and the legal effect of private rulings; (g) the penalty tax regime and the Commissioner's discretionary power to impose and remit penalties; (h) the criminal offences and consequences arising from breaches of the tax legislation.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of the unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## BLB6631 TAXATION OF TRUSTS, COMPANIES AND PARTNERSHIPS

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide an analysis of the law relating to the following: (a) the meaning of Trust and Trust Estate; (b) the position of a beneficiary and a trustee in relation to tax liability in general; (c) the special position of infants and beneficiaries under a disability in relation to tax liability under a trust; (d) the nature of beneficiary's interest in fixed and unit trusts; (e) the legal consequences and tax implications arising from deceased estates; (f) issues of capital gains and losses arising under Part IIIA; (g) tax consequences for 'New Generation' trust stripping schemes; (h) withholding tax liability of non-resident beneficiaries of Australian trusts; (i) the application of the 'use test' for interest deductions; (j) the rules in relation to company tax liability by private, public companies and shareholders receiving income by way of dividends; (k) the responsibility of company directors in relation to tax liability by the company; (l) the tax rules in relation to partnership and tax liability by the partners.

**Learning Outcomes** A student who has successfully completed the subject will have a thorough knowledge and understanding of the following: (a) the relevant trust relationship; (b) whether the Commissioner can ignore the trust relationship in certain situations; (c) the position of trustees and beneficiaries: liability to tax in general; (d) the operation of the provisions of Part IIIA of the Income Tax Act; (e)

the tax position of a beneficiary under a legal disability and presently entitled and a beneficiary not under a legal disability and presently entitled; (f) the nature of a beneficiary's interest in fixed, unit trusts, discretionary trusts and deceased estates; (g) Trustees: compliance with Act and payment of Tax.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## BLB6632 CAPITAL GAINS TAX: PRINCIPLES AND PROBLEMS

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide the student with a sound knowledge and understanding of the Capital Gains Tax regime by studying the following topics: (a) the history of Capital Gains Tax in Australia: economic, fiscal and political considerations; (b) the design and structure of the Capital Gains Tax regime; (c) the essential elements of the Capital Gains Tax Legislation: 'asset' 'acquisition' and 'Capital Gains Tax event'; (d) the relationship of Capital Gains Tax provisions with other provisions in the Act; (e) capital gains receipts as a special kind of income: 'statutory income'; (f) the identification of a Capital Gains Tax event; (g) the extensive meaning of 'property': creating contractual and other rights; (h) the exceptions and exemptions to capital gains and losses; (i) special circumstances and reliefs under the roll-over provisions; (j) special concessions for small business; (k) the effect of death upon the asset; (l) Capital Gains Tax consequences for non-residents making a capital gains or loss; (m) Capital Gains Tax and the value shifting regime; (n) the transfer of assets as a result of court orders.

**Learning Outcomes** A student who has successfully completed the subject will have: (a) an understanding of the historical background of taxation of Capital Gains in Australia; (b) an up to date knowledge of the Capital Gains Tax statutory framework; (c) a capacity to identify the events that trigger the operation of the Capital Gains Tax legislation and be able to advise; (d) a capacity to identify and differentiate between capital and income for the purpose of the Capital Gains Tax legislation; (e) a working knowledge of the calculation of capital gains and losses.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## BLB6633 ISSUES AND PRINCIPLES IN GST LEGISLATION

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to analyse and explain the way the GST legislation operates by looking at the following topics: (a) what is GST? (b) what is the meaning of 'supply' and 'supplier' in the context of the GST legislation; (c) GST liability and input tax credits; (d) the requirement of registration for GST purposes; (e) basis of accounting,

tax periods and payment of GST; (f) GST-free supplies; (g) the application of GST to groups and joint ventures; (h) GST: financial supplies; (i) GST: buying and selling a business as the supply; (j) GST: real property as the supply. The effect of the 'margin' method; (k) GST: imports and exports of goods; (l) GST related offences: penalties and criminal consequences.

**Learning Outcomes** A student who has completed this subject will have a thorough knowledge and understanding of the following: (a) the aims, objectives and policy behind the GST legislation; (b) the statutory framework of the GST legislation including its structure and rules; (c) the impact that GST has on business procedures and practices; (d) the way GST applies and operates; (e) who carries the burden of GST: collection and remittance; (f) the special rules of GST exemptions and GST-free supplies; (g) the way GST applies to real estate.

**Required Reading** The tax legislation and course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLB6634 INTERNATIONAL TAXATION AND TRANSFER PRICING**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide the student with an understanding of the way the Australian taxation system deals with matters of international taxation by studying the following topics: (a) the universal concept of income that underpins the Income Tax Assessment Act 1936; (b) the concepts of 'resident' and 'non-resident' according to the Income Tax Assessment Act 1936 (c) the avoidance of double taxation and the Double Tax Agreements between Australia and other contracting parties; (d) the interaction between the domestic law, the International Agreement Act and the Double Tax Agreements; (e) the OECD Model Convention and the Double Tax Agreements; (f) the role of the courts in interpreting Double Tax Agreements; (g) the power of the Commissioner to gather information from overseas jurisdictions about enquiries in taxation matters; (h) the OECD policy on international tax practices; (i) world trends in tax policy; (j) recent developments in transfer pricing; (k) recent developments and practical problems in controlled foreign corporation (CFC) rules.

**Learning Outcomes** A student who has successfully completed this subject will have a thorough understanding of the following: (a) the provisions in the Australian taxation system dealing with international taxation; (b) the way the Income Tax Assessment Act 1936 interacts with overseas jurisdictions; (c) the various provisions in the Double Tax Agreements between Australia and the other contracting parties in relation to certain taxes of non-residents; (d) the taxation of trust distribution, dividends and income to foreign residents from an Australian source; (e) the taxation of income, trust receipts and dividends by an Australian resident from a foreign source; (f) the power of the commissioner to gather information in relation to an audit from a foreign taxing authority; (g) the way the OECD Model Convention deals with matters of international taxation.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the

unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLB6635 TAXATION AND INVESTMENT LAW IN ASIA**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** The unit of study examines the following: (a) the key elements and factors in the evolution of the regime for foreign investment; (b) the regulatory framework related to foreign investment; (c) the role of national government in investment promotion policies and programs; (d) the salient features of the off-shore company regime in Labuan as a tax haven in the Asian-Pacific region; (e) the legal implications of the ASEAN Free Trade Agreement as a consequence of the Common Effective Preferential Tariff (CEPT); (f) the potential impact of AFTA (Asian Free Trade Agreement) and ASEAN Preferential Trade Agreement to improve economic co-operation in the Asian Pacific region; (g) the importance of bilateral tax agreements between Australia and the Asian countries in relation to transfer pricing and the operation of Part IVA of the Income Tax Act; (h) tax considerations in structuring the ownership of an international business; (i) tax aspects of cross-border mergers and acquisitions; (j) tax planning for out-bound investments.

**Learning Outcomes** A student who has successfully completed the subject will have a sound knowledge of: (a) the taxation regimes of the countries in the Asian region; (b) the various incentives that such countries provide for the attraction of foreign capital; (c) a comparison of the taxation incentives offered by the countries in the Asian region; (d) Labuan as a tax haven in the Asian-Pacific region; (e) the economic, legal and taxation systems of the countries in the Asian Pacific region; (f) the advantages and disadvantages for foreign investors wishing to invest in such countries.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLB6636 ANTI-AVOIDANCE PROVISIONS IN AUSTRALIA, THE US AND EUROPEAN UNION COUNTRIES**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** Topics to be studied include: (a) the legislative framework and operation of Part IVA as a general anti avoidance provision in Australia; (b) the deficiency of sec. 260 of the Act and the background to Part IVA; (c) issues about the operation of Part IVA in the light of recent decisions; (d) the identification of a scheme, tax benefit and dominant purpose for the operation of Part IVA; (e) dividend stripping arrangements falling within Part IVA; (f) the international exchange of information on tax matters contained in the OECD Model Convention and the UN Model Convention and the rights of tax payers to review; (g) overview of anti avoidance practice in the US and European Union countries and a comparison with Part IVA provisions; (h) the role of the tax profession in relation to tax avoidance.

**Learning Outcomes** A student who has successfully completed the subject will: (a) have a thorough understanding of the policy underlying the anti-avoidance provisions; (b) have a thorough understanding of the relationship of the anti-avoidance provisions to the preservation of the revenue base of the state; (c) the law relating to anti-avoidance in Australia and other selected countries; (d) have a thorough understanding of the impact on tax structures so as to be able to advise in the area; (e) be able to scrutinize a commercial transaction and establish whether the motivation dominant purpose and benefit behind the scheme of the taxpayer were designed for tax planning or tax avoidance; (f) have a sound knowledge of the legislative framework of Part IVA; (g) have an up to date knowledge of the courts' interpretation



of the elements constituting a scheme for the purpose of Part IVA; (h) have a thorough understanding of the procedures adopted by the Australian Taxation Office and foreign taxing authorities to gather information regarding an international commercial transaction with tax avoidance implications.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6637 LEGAL PROFESSIONAL PRIVILEGE: CURRENT DEVELOPMENTS**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide an analysis and historical development of the legal professional privilege by studying the following topics: (a) the government's right to access information and documents to ensure the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; (b) the common law development of the legal professional privilege to protect the individual right to privacy and self incrimination; (c) the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the interaction between legal professional privilege and access powers; (e) the rationale for legal professional privilege and the Content of the privilege; (f) exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; (g) legal professional privilege and third party communication; (h) the Commonwealth Evidence Act 1995 and legal professional privilege; (i) the Commissioner's perspective on the legal professional privilege; (j) proposals for reform of the law on legal professional privilege.

**Learning Outcomes** A student who has successfully completed the subject will have a thorough knowledge and awareness of the following: (a) the historical development of the law on legal professional privilege; (b) the competing interests of the individual's right to privacy and the state's right to access information and documents; (c) the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the remedies available to the taxpayer: injunctive relief, judicial review and freedom of information; (e) the circumstances in which legal professional privilege may be claimed and exemptions to the rule; (f) challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6638 CRIMINAL LAW, THE TAX ADVISER AND THE TAX PAYER**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the criminal law risks for the tax adviser and the taxpayer by analysing the following areas: (a) the

structure of the criminal code and the general principles and responsibility under the laws of the Commonwealth; (b) the law of complicity as it applies to tax advisers; (c) the potential criminal liability of tax advisers and the dividing line between discharging one's professional obligation and participating in a criminal enterprise; (d) the necessity to identify the client, dealing with the client and the potential conflict of interest; (e) the operation of the Commonwealth Evidence Act 1995 and the limitation on legal professional privilege; (f) the Commissioner's access and information gathering powers under section 263 and section 264 of the Income Tax Assessment Act 1936: some issues for tax advisers and criminal law practitioners.

**Learning Outcomes** A student who has successfully completed the subject will have an understanding of: (a) the changing role and landscape of the tax adviser in the commercial world; (b) the Australian taxation system based on the assumption of honesty; (c) the criminal law risks involved in tax practice for both the tax adviser and the taxpayer; (d) the fine distinction between tax avoidance and tax planning schemes from a criminal law point of view; (e) the caution and steps to be employed by the tax adviser in promoting and advising on a tax scheme; (f) the courts' unpredictability in determining a particular commercial transaction as an illegal scheme under Part IVA and the conclusion of fraudulent behaviour by the tax adviser; (g) matters and issues that the tax adviser should not overlook in offering tax advice; (h) the criminal law as it applies to international tax advisers and their clients.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6639 ADVANCED TAXATION OF CAPITAL GAINS**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the statutory framework of the Capital Gains Tax legislation and the way it applies in practice by studying the following topics: (a) the notion of asset in the context of the Capital Gains Tax legislation; (b) what constitutes a disposal and 'deemed' disposal as a CGT event; (c) the calculation of the cost base of the asset, capital gains and losses; (d) involuntary disposal of asset; (e) the special rules for non-arm's length transactions; (g) Capital Gains Tax consequences in restructuring mergers, consolidations and roll-overs; (h) Capital Gains Tax consequences in marriage break-down roll-overs as a result of court orders; (i) Capital Gains Tax rules for non-residents; (j) Capital Gains Tax and double tax agreements; (k) Capital Gains Tax and the value shifting rules.

**Learning Outcomes** A student who has successfully completed the subject will have a thorough knowledge of the following: (a) the policy, economic and fiscal considerations behind the introduction of the Capital Gains Tax legislation; (b) an overview of the statutory framework of the Capital Gains Tax legislation; (c) the way net capital gains and losses are calculated; (d) the events that trigger the operation of the Capital Gains Tax legislation; (e) the application of Capital Gains Tax legislation to trusts, companies and partnerships; (f) when an asset becomes a CGT asset and the end of a CGT asset; (g) general CGT exemptions and exempt taxpayers under the legislation; (h) Capital Gains Tax consequences of a deceased estate.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and



or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLB6640 TAXATION IN MULTINATIONAL COMPANIES**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the Income Tax Assessment Act 1936 provisions that apply to multinational companies that operate within Australia by studying the following topics: (a) The concept of multinational corporations; (b) The problems of taxing corporations; (c) The rules relating to the taxation of multinational companies; (d) anti-avoidance provisions affecting the operations of multinational companies; (e) the operation of double tax treaties to multinational companies.

**Learning Outcomes** A student who has successfully completed the subject will have a thorough understanding of: (a) the law and practice in relation to the taxation of multinational companies operating within Australia (b) the law and practice in relation to multinational companies with Australian interests operating outside Australia; (c) the relationship between the double tax treaties and multinational companies in relation to taxation.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLB6641 REFORM AND SOCIAL ANALYSIS OF TAX LEGISLATION**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide the student with a critical

**Assessment** of the social consequences of tax law by studying the following areas: (a) the historical development of the Australian taxation system; (b) the concept of tax as an economic tool to achieve an equitable distribution of wealth in society; (c) the fluid concept of fairness and social justice within the fiscal policies and taxation system in Australia; (d) the relationship between the Australian taxation system and the management of the economy; (e) is there scope within the Australian taxation system for the family rather than the individual being the taxpayer?; (f) the Australian taxation system is based on convenience and expediency rather than social justice; (g) the Australian taxation system should take into account 'bracket creep'; (h) Australian public attitudes to taxation: distributive justice and equality of opportunity; (i) why religious and charitable institutions are treated differently by the Australian taxation system; (j) the fiscal policies of the major political parties; (k) tax reform as an implement of social change.

**Learning Outcomes** A student who has successfully completed the subject will have an understanding of: (a) the history of tax; (b) the role of tax in society; (c) the process of tax reform; (d) the manner in which tax reform is implemented; (e) the role of tax as an implement of social change; (f) the relationship between tax and the economic philosophies in society.

**Required Reading** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Recommended Reading** Course materials will be issued to the students prior to the commencement of the unit of study which will comprise selected readings from text books, cases, articles, journals and legislation.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLO1105 BUSINESS LAW**

**Campus** Footscray Park, Werribee, Sunbury, City Queen, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an understanding and awareness of the basic principles of Contract Law, a familiarity with relevant case law and an introduction to the statutory provisions pertinent to the course. The instructional methodology is also aimed at providing students with a format from which they may develop an understanding of legal reasoning as it applies to the analysis of contractual relationships. Topics include: an introduction to the Australian legal system; definition of contract; offer and acceptance; termination of offer; consideration; intention to be legally bound; express terms; statutory and common law implied terms; certainty; mistake; misrepresentation; duress, undue influence and unconscionable conduct; legality of purpose; discharge of contract; remedies for breach of contract.

**Required Reading** Graw, S., 1999, 3rd Edn, An introduction to the Law of Contract, Law Book Company.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tutorial Attendance, 10%; Assignment (2,500 words), 30%; Examination, 60%.

## **BLO1452 TOURISM LAW**

**Campus** Footscray Park, Werribee, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** This unit of study aims to provide supplementary legal knowledge concerning business practices and fields of law especially relevant to the tourism industry. Topics will include forms of potential business organisations partnership, company, trust. Trade practice and consumer protection legislation affecting the tourism industry, legal status of persons, nationality and citizenship, domestic restrictions and international conventions on the passage of persons and goods, taxation matters affecting the tourism industry, agency status and liability, negotiable instruments and the international transfer of funds.

**Required Reading** Latimer, P., 1990, Australian Business Law, CCH.

**Recommended Reading** Various Acts of Parliament. Cordato, A., 1988, Australian Travel and Tourism Handbook, Butterworths. Verneesch, R.B. and Lindgren, K.E., Business Law of Australia, current edition, Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Test, 20%; Assignment, 20%; Examination, 60%.

## **BLO2205 CORPORATE LAW**

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunway-Malaysia.

**Prerequisite(s)** BLO1105 Business law.

**Content** This unit of study aims to provide students with a sound appreciation of the principles relating to different business organisations. Students will consider non-corporate business forms including associations, sole trader, partnerships, trusts and joint ventures. More particularly, the unit of study aims to provide students with a sound understanding of the principles of company law and to develop their ability to apply those principles to situations they may encounter in their professional lives. Topics covered include: types of companies; registration of a company; corporate personality; corporate veil and lifting the corporate veil; company constitution; contracts made by the company; prospectus provisions; share capital; loan capital and security; directors and officers, directors duties; fraud on the minority and oppression of minority shareholders. It is hoped that the unit of study will also encourage and equip students to proceed to advanced study in the unit of study.

**Required Reading** Lipton, L.P. and Herzberg, A., Understanding Company Law, (current edition), Law Book Company. Corporations Act 2001, (latest edition), LexisNexis/Butterworths or CCH or Thomson Legal.

**Recommended Reading** Ford, H.A.J., Austin, R.P. and Ramsay, I., 2005, Ford's Principles of Corporations Law, 12th edition, Butterworths, Australia. Baxt, R. and Fletcher, K.L., Fridman, S., 2003, Corporations and Associations Cases and Materials on, Butterworths, Australia. Hanarahan, P., Ramsay, I., Stapledon, G., 2005, Commercial Applications of Company Law, 4th edition, CCH. Redmond, P., 2005, Companies and Securities Law – Commentary and materials, 4th edition, LawBook Co., Sydney. Woodward, S., Bird, H., Sievers, S., 2003, Corporations Law in Principle, 6th edition, LBC Information Systems, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination and Tests, 70%.

## **BLO2206 TAXATION LAW AND PRACTICE**

**Campus** City Flinders, City Queen, Footscray Park, Werribee, Sunway-Malaysia.

**Prerequisite(s)** BLO1105 Business law.

**Content** Students will study the constitutional aspects of taxation, concepts of residence, income, capital, capital gains, deductions, GST, FBT, business taxation and tax avoidance.

**Required Reading** Income Tax Assessment Act (latest edition).

**Recommended Reading** Lehmann and Coleman, Taxation Law in Australia, Butterworths. Woellner, Vella, Le Burn and Chippindale, Australian Taxation Law, (latest edition), CCH.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Final Examination, 70%.

## **BLO2207 EMPLOYMENT LAW**

**Campus** Footscray Park, Werribee, Sunbury, City Queen.

**Prerequisite(s)** BLO1105 Business law.

**Content** The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Employment Law. Topics include: an introduction to Australian labour law; the sources of Australian employment law; the nature of the employment relationship; the **Content** of the contract of employment, express terms, implied terms; recruitment and limits of managerial control over hiring; termination and remedies at common law; statutory remedies for arbitrary termination; preventative legislation; discrimination in employment; occupational health and safety issues; reforming the system.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and class work, 50%; Final examination, 50%.

## **BLO2233 HEALTH AND SAFETY LAW**

**Campus** Footscray Park, Werribee, City Queen.

**Prerequisite(s)** BLO1105 Business law.

**Content** The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Health and Safety. The unit of study covers introduction to: historical limits of government intervention in health and safety; emerging common law constraints; implied responsibilities and duty of care for employers and employees; the impact of legislation on the duty of care; the constitutional powers of the federal government to effect health and safety in the private sector; corporate and trans national issues in health and safety; compensation issues; possible reforms.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 20%; Final examination and tests, 80%.

## **BLO2300 COMMERCIAL LAW**

**Campus** Footscray Park, Werribee, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** To extend the student's knowledge and understanding of the law of contracts by a study of particular kinds of contracts, and other areas of special interest to commerce, industry and consumers. Topics which will be covered include the law of Implied Terms in relation to Goods, title to Goods, the Trade Practices Act in relation to consumer and business protection, Negligence, Manufactures' Liability, Agency Law and Banking Law.

**Required Reading** Latimer, P., Australian Business Law, (current edn), CCH.

**Recommended Reading** Greig and Gunningham, Commercial Law, 3rd edn, Butterworths. Goldring, Maher and McKeough, Consumer Protection Law, current edn, Federation Press. Healey, D., Australian Trade Practices Law, CCHP. Yorston, Fortescue and Turner, Australian Commercial Law, current edn, Law Book Co. Other reading as advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

## **BLO2401 MUSIC INDUSTRY LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BEO2403 Introduction to Music Business.

**Content** This unit of study explains the application of a wide spectrum of laws applicable to the recording and publishing industries, including the law of contract, intellectual property, fair trading, defamation and censorship. At the completion of the unit of study students should be able to explain the main legislative provisions giving copyright protection, copyright implications in various music products including broadcasts, sampling and new digital technologies. Students will also be expected to explain the role of a music publisher and a record company, options in recording and publishing contracts and relevant international perspectives.

**Required Reading** Simpson, S. and Seegar, C., 1994, Music Business: Making Music Work. Warner Chappell, 1997, Music Business International, Spotlight Publications. Warner Chappell, Masteron, R. (ed.), 1997, Boomerang, Overview of the Australian Music Industry, (Forthcoming).

**Recommended Reading** Billboard, BPI Communications. Shemel, S. and Krasilovsky, W., 1985, A Practical Guide to the Music Industry for Publishers, Writers, Record Companies, Producers and Artists, Billboard Publications, New York. Shemel, S. and Krasilovsky, W., 1998, More about this Business of Music, Billboard, New York. Sly L., 1993, The Power and the Passion.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 50%; Presentation, 10%; Two assignments 20% each, 40%.

## **BLO2406 CYBER LAW**

**Campus** Werribee, City Queen.

**Prerequisite(s)** BLO1105 Business law.

**Content** To develop a knowledge, and an understanding in the legal and intellectual property issues that arise in the utilisation of electronic commerce practices within the wider business community; an understanding of the legal consequences and practices that arises from the production, implementation and execution of electronic commerce applications. Topics covered: An introduction to the Internet and Cyberlaw: definition of the internet and electronic commerce; identification of relevant areas of law; identification of current issues; commerce infrastructure issues. Copyright, Trade Mark and Patents Issues in Cyberspace: the status of computer programs and stored electronic data under copyright and patents legislation; fair uses; special statutory protections for electronic database contents; licensing and assignment of rights; Contract: formation of contracts in cyberspace; electronic signatures and their authentication; enforcement of contracts and conflict of laws. Privacy, Anonymity and Censorship: cryptography; criminal law regulation (eg. Fraud, communications decency, pornography, etc); Governance: trade practices issues (Trade Practices Act 1974 (Cth); liability for security breaches; specialised regulatory schemes e.g. data protection legislation.

**Required Reading** Brien, C., Brien, J., 2004, NetLaw, Butterworths, LexisNexis.

**Recommended Reading** Lim, Y.F., 2007, Cyberspace Law: Commentaries and Materials, Oxford University Press.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 20%; Research Essay (5,000-8,000 words), 80%.

## **BLO2501 LAND LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** This unit of study aims to provide students with an understanding of how different cultures place different values on property ownership in general and land ownership in particular; the historical development under the English legal system of the right to land usage and ownership; the significance of land to the Australian Aboriginal; to evaluate recent developments in recognition of Native Title in the Aboriginal communities; to understand the factors which shaped current Native Title rights and possible future developments.

**Required Reading** Reynolds, H., 1992, The Law of the Land, Penguin. Other materials to be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 60%.

## **BLO2502 TRANSPORT LAW**

**Campus** Footscray Park, Werribee, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** The unit of study examines the body of law governing the international and domestic carriage of passengers and goods by air, sea, road and rail. Emphasis is given to the regulatory framework of international civil aviation; the liability of air carriers in the carriage of passengers, baggage and cargo; the international regulatory aspects of shipping and liability in sea transport; and the regulation of road and rail transport. The unit of study reviews the main international transport conventions and their implementation in Australia, where relevant.

Specific areas covered include: the legal status of airspace under the Chicago Convention on International Civil Aviation 1944; international conventions for the carriage of passengers and goods including air carriers' liability under the Warsaw Convention 1929 as amended. Reform of the system the Montreal Protocols and Inter-carrier Agreements; the United Nations Convention on the Law of the Sea (UNCLOS) 1982 (establishing rules governing the various uses of the oceans); the London Convention on the Limitation of Liability for Marine Claims 1976 and the Limitation of Liability for Marine Claims Act 1989(Cth.) the International Maritime Organisation (IMO) Liner Conventions primarily concerning cargo; the Berne Convention on International Railway Transport (COTIF) 1980, domestic railway operations governed by Commonwealth and State legislation, including liability regimes, private operator access to Australian railways; the Geneva Convention on the Contract for the International Carriage of Passengers and Luggage by Road 1973 and Protocol 1978; Road Transport: regulation and liability within Australia, liability for dangerous goods; occupational health and safety, privatisation through toll roads; carriage of goods by land under the Carriers and Innkeepers Act 1958 (Vic); implications of the Trade Practices Act 1974(Cth) on carrier liability; border controls, regulatory (Customs and Quarantine) aspects of carriage of goods and persons.

**Required Reading** Glass, D.A. and Cashmore, C., 1989, Introduction to the Law of Carriage of Goods, Sweet and Maxwell.

**Recommended Reading** Atherton, T.C., and Atherton, T.A., 1998, Tourism, Travel and Hospitality Law, LBC. Clarke, M.A., 1997, International Carriage of Goods by Road: CMR, 3rd edn, Sweet and Maxwell. Cordato, A.J., 1999, Australian Travel and Tourism Law, 3rd edn, Butterworths. Davies, M. and Dickey, A., 1990, Shipping Law, LBC.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Examination, 60%.

## **BLO2504 ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY**

**Campus** City Queen, Footscray Park

**Prerequisite(s)** Nil.

**Content** This course will examine Commonwealth and Victorian environment and planning legislation, policy and case law. The role of various levels of government will be examined, including the division of powers between state and local (Victorian and Commonwealth) governments. Consideration will also be given to: the objectives of planning policy; balancing private and public interests; the role of law in achieving environment and planning goals; environment and planning instruments and regulatory mechanisms for implementing environment and planning policies; the nature of environment and planning decisions; the role of appellate courts and tribunals in reviewing environment and planning decisions; and, the rights of citizens including citizen participation in environment and planning land use and development.

**Required Reading** Gerry Bates, Environmental Law in Australia, (6th ed, 2006); Des Eccles and Tannette Bryant, Statutory Planning in Victoria, (3rd ed, 2006)

**Recommended Reading** Patricia Birnie and Alan Boyle, International Law & The Environment, (2nd ed, 2002)

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.

**Assessment** 50% internal Assessment and 50% examination.

## **BLO3250 LAW OF INSOLVENCY**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** The aim of the unit of study is to provide students with the knowledge of the law relating to personal and corporate insolvency in a practical setting.

**Required Reading** Keay, A. and Murray, M., 2002, Insolvency: Personal and Corporate Law and Practice, 4th edition, LawBook Co.

**Recommended Reading** Duns, J., 2002, Insolvency: Principles and Policy, OUP.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 40%; Case presentation, 10%; Final examination, 50%.

## **BLO3305 ADVANCED CORPORATE LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** This unit of study aims to build on the knowledge students have gained in Corporate Law concerning the law relating to business structures and companies. Topics include: The role of the Australian Securities and Investment Commission and the Australian Stock Exchange, takeovers, shareholder rights, corporate groups, effect of privatisation and corporatisation of publicly owned enterprises such as Telstra and the SEC, impact of CLERP and other current issues.

**Required Reading** Ford, H.A.J., Austin, R.P. and Ramsay, I., Principles of Corporate Law, current edn, Butterworths.

**Recommended Reading** Tomasic, R., Bottomley, S., Current Edition, Corporation Law in Australia, Federation Press, Sydney. Tomasic, R., Jackson, J., Woellner, R., Current Edition, Corporations Law in Australia, Butterworths, Sydney. Liptin, P. and Herzberg, A., Understanding Corporate Law, current edn, LBC.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Presentation, 15%; Assignment, 25%; Final Exam, 60%.

## **BLO3313 ADVANCED TAXATION LAW AND PRACTICE**

**Campus** Footscray Park, Werribee, City Queen.

**Prerequisite(s)** BLO2206 Taxation Law and Practice.

**Content** The aim of the unit of study is to make students aware, at an advanced level, of the principles of taxation studied in BLO2206 Taxation Law and Practice. The unit of study covers: taxation administration, tax avoidance, current problems in taxation an introduction to international taxation and double tax treaties, tax structures and tax planning.

**Required Reading** Ryan, K. W., Latest, Manual of the Law of Income Tax in Australia, LBC. Woellner, Vella and Burns, Australian Taxation Law, latest edn, Butterworths.

**Recommended Reading** Baxt, Grbich, Gelski, Marks, Pose, Latest, Cases and Materials on Taxation, latest edition, and supplement, LBC. Ryan, K. W., Taxation Income Tax Assessment Act, Latest, Australia. Lehmann and Coleman, Latest Edition, Taxation Law in Australia, LBC. Grbich, Bradbrook and Pose, Revenue Law Cases and Materials, Latest edition, Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

### **BLO3332 ADMINISTRATIVE LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** Either BLO1105 Business Law or BLB1101 Australian Legal System in Context.

**Content** The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Constitutional and Administrative law. Topics include: challenging a by-law; introduction to decision-making; appeal procedure and the Federal and Victorian Administrative Appeals Tribunal; ombudsman; ultra vires, reason for decisions, consultation and notice; freedom of information; natural justice; privative clauses; remedies; constitutional/administrative law overlap.

**Required Reading** Douglas, R., 2004, Administrative Law, 2nd Edition, LexisNexis.

**Recommended Reading** Creyke, R. and McMillan, J., 2005, Control of Government Action: Text, Cases and Commentary, LexisNexis.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Case Presentation 10%, Class Participation, 10%; Examination, 50%.

### **BLO3351 LEGAL TOPICS A**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** This unit of study is designed to assist students in their future careers by enlarging their understanding of certain areas of law, which are of particular relevance in a business context. The topic selection varies but past topics have included the law relating to: intellectual property, securities industry, consumer protection, insurance, employment, bailments and liens, privacy and censorship. Special legal topics have been introduced as required.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Baxt, R., Maxwell, C. and Bajada, S., 1988, Stock Markets and the Securities Industry Law and Practice, 3rd edn, Butterworths. Blakeney, M.L. and McKeough, J., 1987, Intellectual Property: Commentary and Materials, Law Book Co. Ford, H.A.J., 1991, Principles of Company Law, 5th edn and supplement, Butterworths. Healey, D., 1988, Australian Trade Practices Law, CCH. Latimer, P., Latest, Australian Business Law, CCH.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research paper, 50%; Final examination, 50%.

### **BLO3352 LEGAL TOPICS B**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** This unit of study is intended to increase students' knowledge of certain areas of the law, and thereby assist them as participants in the business community. The selection of topics may vary, but includes: alternative dispute resolution; administrative law; the law relating to wills, probate and administration; special legislation which will include an examination of the resolution of disputes under the Family Law Act 1975.

**Required Reading** Latimer, P., Australian Business Law, CCH. Vermeesch, R.B. and Lindgren, K.E., Business Law of Australia, current edn, Butterworths.

**Recommended Reading** Finlay, Bailey-Harris, Otlowski, Family Law in Australia, 5th edn, Butterworths. Neave and Ford, 1989, Wills and Intestacy in Australia and New Zealand, Law Book Company. Tomasic

and Fleming, 1991, Australian Administrative Law, Law Book Co. Guide to Australian Family Law, CCH. Woodman and Wood, Commentary and Materials on Succession, LBC.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 70%; Research Paper, 30%.

### **BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES**

**Campus** City Flinders, City Queen, Footscray Park.

**Prerequisite(s)** BLO2205 Corporate Law.

**Content** The unit of study aims to provide a knowledge of the legal framework within which bank and non-bank financial institutions (NBFIs) operate, including their regulation under legislation, the general law and the Code of Banking Practice; the Assessment and operation of securities accepted by them, and the legal consequences of a borrower's insolvency. On completion of the unit of study, students should be able to recognise the importance and forms of legal regulation, analyse the legal principles which govern the relationship between financial institutions and their customers, identify potential areas of liability to customers and third parties, and demonstrate their understanding of the legal rules governing negotiable instruments, securities and insolvency. Topics include: the legal setting of the Australian banking system, nature of the banker customer relationship, the conduct of financial institutions and their responsibilities to customers, cheques, negotiable instruments, securities, credit cards and electronic banking services, and insolvency.

**Required Reading** Weerasoria, W.S., Banking Law and the Financial System in Australia, 5th edition, Butterworths.

**Recommended Reading** Latimer, P., 1994, Australian Business Law, CCH. Burton, G.M., 1991, Australian Financial Transactions Law, Butterworths. Edwards, R. and Tucker, G., 1992, Understanding Cheques and Payment Orders, Serendip. Everett, D. and McCrackens, S., 1992, Banking and Financial Institutions Law, 3rd edn, Serendip.

Tyree, A. L., 1990, Banking Law in Australia, Butterworths, Weerasoria. **Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Internal Assessment and final examination, 100%.

### **BLO3451 CATERING AND HOTEL LAW**

**Campus** Footscray Park, City Queen.

**Prerequisite(s)** BLO1105 Business Law.

**Content** The aim of the unit of study is not to impact a rigorous legal training but to produce intelligent lay persons informed of the legal obligations, rights and privileges attaching to their future professions. Particular areas of the law to be looked at include various aspects of business law and consumer protection law, liquor control, innkeepers, gaming and food law. This unit of study covers the interpretation, comprehension and application of the body of law affecting the hospitality industry. Although the unit of study does not pretend to be exhaustive, it is hoped that it will provide the student with a working knowledge of where relevant law is to be found, what such law consists of, and how it is practically applied.

**Required Reading** Vermeesch, R.B. and Lindgren, K.E., Business Law in Australia, CCH.

**Recommended Reading** Bourke's, Liquor Law of Victoria, Butterworths. Various other references and Acts of Parliament to be advised.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Tests, assignments and examinations, 100%.

### **BLO5400 SPORT AND THE LAW (SERVICE UNIT OF STUDY)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study addresses sport policies and practices in the context of the Australian legal system and the law. An overview of the Australian legal system will be followed by an examination of a number of applied legal issues in sport which include: statutory requirements for sport and sport science institutions, injury liability, duty of care, health

and safety, anti-discrimination and equal opportunity, contracts, restraint of trade and other trade practices. Consideration will also be given to the legal implications of the introduction of new communication and medical technologies in sporting organisations and practices, natural justice and sport tribunals, defamation, and contract law.

**Required Reading** Healey, D., 1996, Sport and Law, 2nd edn, UNSW Press, Sydney.

**Recommended Reading** Fewell, M.(ed), 1995, Sports Law: A Practical Guide, Law Book Company, Sydney. Kelly, G.M., 1987, Sport and the Law: An Australian Perspective, The Law Book Co., Sydney. Sarre, R., 1987, Leisure time and the Law, CCH, Sydney.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Papers/presentations, 50%; Examinations, 50%.

## **BLO5406 LAW FOR EVENTS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to examine events regulations/statutes, contracts and agreements, insurance and liabilities (local, national and international), workers awards, compensation, benefits, entitlements, working environment considerations and requirements, impact on local community, with an emphasis on the practitioner's perspective.

**Required Reading** To be advised by lecturer.

**Recommended Reading** McDonnell, I., Allend, J. and O'Toole, W., 1999, Festival and Special Event Management, Wiley. Summers, J., Woodward, D. and Parkin, A., 1990, Government, Politics and Power in Australia, 4th edn, Longman Cheshire, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Minor assignment, 40%; Major assignment, 60%.

## **BLO5513 LAW OF EMPLOYMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of the unit of study are: to assist students to become familiar with aspects of industrial law required for the vocational aspects; to provide students with an understanding of the skills necessary to deal with legal problems which may arise in the industrial arena. The unit of study includes contract of employment; termination of employment; worker's safety; and equal opportunity law.

**Required Reading** To be advised by the Lecturer.

**Recommended Reading** To be advised by the Lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case study 1, 50%; Case study 2, 50%.

## **BLO5537 BUSINESS LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to: provide students with a working knowledge and overview of the legal system – students will understand and be able to speak, write and read in the language and technology of business law; provide students with an appreciation of contract and tort law issues – students in their working life should be able to avoid problem situations, and possibly be more aware of the need for reform in particular areas; and, to enable students to learn the techniques of finding the appropriate law when necessary to apply law to a contract problem. The unit of study includes: an introduction to the law, an examination of the litigation process, onus of proof, the sources of law in Australia, precedent, the court system and tribunals in Victoria; criminal and the law of tort as it relates to business; a study of the law of negligence with a particular emphasis on professional liability for negligent statements and advice; the definition of a contract and the information of contractual situations examining rules of offer and acceptance etc.; termination of offers, rules of consideration, revocation of offer and acceptance, intention to be legally bound, certainty and terms; a study of breach of contract of non fulfilment of particular terms in the contract; an examination of the different remedies available under the law; the interaction of tort law with contract; statutory schemes relating to contract with particular reference to the Trades Practices Act 1974 (Cth) and to the Goods (Sales and Sources) Act

1981 (Vic); discharge of contract by different occurrences such as frustration, mutual agreement, illegality and mistake.

**Required Reading** Parker, D. and Box, G., Business Law for Business Students, (most recent edition), Thomson Custom Publishing. Latimer, P., Australian Business Law, (most recent edition), CCH.

**Recommended Reading** Khoury, D. and Yamouni, Y.S., Understanding Contract Law, (most recent edition), LexisNexis Butterworths.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment, 40%; Examination, 60%.

## **BLO5538 COMPANY LAW**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)** BLO5537 Business Law.

**Content** To provide students with: a working knowledge and overview of company law; an appreciation of the company forms, the advantages and disadvantages attached to this business organisation; and to enable students to learn the techniques of finding the appropriate law when they wish to apply law to a company principle. The unit of study includes: historical background to Corporations Law, registration and its legal effects; types of companies and the process of incorporation; corporate constitution, fundraising and the protection of investors; corporate management; rights of minority shareholders; law of meetings; takeovers; share capital; loan capital; insolvency.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Mid-semester Test, 20%; Essay, 20%; Final examination, 60%.

## **BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE**

**Campus** City Flinders, SIC-Singapore.

**Prerequisite(s)** BAO5522 Managerial Accounting, BAO5543 Accounting Systems and Processes, BLO5537 Business Law, BLO5538 Company Law.

**Content** To give students a broad insight into the principles involved in the Australian Taxation System; to develop an understanding of the unit of study via an examination of relevant provision of statute, case law, and income tax rulings; to investigate particular topics in sufficient detail to enable the graduate student to appreciate the complexities of taxation legislation and practice that often requires 'specialist' analysis. The unit of study includes: constitutional background, concept of income, introduction to the fringe benefits; capital gains tax; deductions; trading stock; taxation of individuals; trusts; partnerships; companies.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

## **BLO5550 LAW FOR THE HOSPITALITY INDUSTRY**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study includes: an introduction to the law; an examination of the litigation process and resolution of disputes; the sources of law, precedent and the court system; the law of contract; the law of employment and discrimination; insurance law; innkeepers liability; trade practices and consumer protection; the tort of negligence; liquor licensing including types of licences, licensee's duties and obligations; gaming law and food law.

**Required Reading** Atherton, T.C. and Atherton, T.A., 1998, Tourism, Travel and Hospitality Law, LBC.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 10%; Research Paper, 30%; Final examination, 60%.

### **BLO5555 INDUSTRIAL LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to familiarise students with the legal foundations and operations of the federal industrial relations systems. This unit of study considers the role of the constitution, enforcement, federal tribunals, the laws relating to trade union structure and security, and the right to strike.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 60%; Class Papers, 40%.

### **BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with the ability to demonstrate an ability to understand and interpret the provisions of the Migration Act, Regulations and case law and have the capacity to solve and analyse migration problems at an advanced level.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

### **BLO5603 ADMINISTRATIVE LAW AND PRACTICE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with the ability to develop knowledge and skills in the area of Administrative Law in migration context. Topics include consideration of the institutional framework of modern governments in Australia and the various ideological perspectives on the nature and role of government; understanding of the legislative and administrative system of government; and an appreciation of recent legislation in the field of administrative law with reference to the role of the Ombudsman, AAT Tribunals, freedom of information, and the Courts.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 30%; Examination, 70%.

### **BLO5604 REFUGEE LAW AND PRACTICE**

**Campus** City Flinders.

**Prerequisite(s)** BLO5605 Australian Immigration Law.

**Content** The unit of study aims to provide participants with an understanding and a working knowledge of Australian Refugee Law and Practice. Topics include: the international context; Australian refugee legislation (historical/present); the United Nations Convention and Protocol relating to the status of refugees; primary application; the Refugee Review Tribunal; Judicial Review; Judicial Interpretation.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Crock, M., 1998, Immigration and Refugee Law In Australia, The Federation Press, Sydney, Australia. Goddard, 1997, The Immigration Kit, Federation Press, Sydney, Australia. Hathaway, J.C., 1991, The Law of Refugee Status, Butterworths.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Open book examination, 100%.

### **BLO5605 AUSTRALIAN IMMIGRATION LAW**

**Campus** City Queen.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide participants with an understanding and a working knowledge of Australian Immigration Law, policy, practice and procedures. It prepares students for professional life as a migration agent with an understanding of the ethics and statutory responsibilities of being a migration agent. Topics include: introduction to Australian legal system; general principles of statutory interpretation; philosophy of the Australian migration system; legislative framework for migration law and practice; Australian citizenship; research tools and information sources for migration agents; professional codes of conduct, ethics and professional practice; Migration Agents Registration Authority's role and responsibilities.

**Learning Outcomes** The unit of study will provide students with the ability to understand and interpret the provisions of the Migration Act and Regulations, case law and policy, and have the capacity to (a) investigate alternatives in applying law, policy and administrative practices and (b) discriminate between ethical and unethical operational practices.

**Required Reading** Cook, C., Creyke, R., Geddes, R., Hamer, D., 2005, Laying Down the Law, 6th edition, Butterworths. Burn, J. and Reich, S., 2005, The Immigration Kit, 7th edition, Sydney, the Federation Press. Lawyers Practice Manual Victoria, Chapter 14.1 Immigration Law, The Law Book Company Limited.

**Recommended Reading** Derham, D., Maher, F.K.H., Waller, Louis, An Introduction to Law, The Law Book Company, latest edition. Glass, A., Goddard, J. et al., Australian Immigration Law (loose leaf service), Sydney, Butterworths. Brachnis, J., Boyd, K., Bagaric, M. and Dimopoulos, P., 2005, Migration and Refugee Law: Principles and Practice in Australia, Cambridge University Press, Melbourne. Gifford, D.J. and Gifford, K., 1994, How to Understand an Act of Parliament, Law Book company. Australian Immigration Law Course Notes, FCG Legal Pty Ltd and Victoria University. Legend.com online service, Department of Immigration. Department of Immigration and Multicultural Affairs publications: Australian Citizenship Instructions; the Procedures Advice manual; Policy Control Instructions MSI's; Administrative Circulars. Migration Act 1958. Migration Regulations 1994. Migration Agents legislation comprising: Migration Agents Registration Application Charge Act 1997; Migration Agents Registration Application Charge Regulations 1998; Migration Agents Regulations 1998. Commonwealth of Australia Constitution Act 1900. Australian Citizenship legislation comprising: Australian Citizenship Act 1948; Australian Citizenship Regulations 1960. Social Security Act 1991, Chapter 2C and Assurance of Support Determination. Ministerial Directions. Commonwealth Gazettes. United Nations Documents comprising: 1951 Convention as amended by the 1967 Protocol Relating to the Status of Refugees; UNHCR Handbook on Procedures and Criteria for Determining Refugee Status; Body of Principles for the Protection of All Persons under Any Form of Detention or Imprisonment; International Covenant on civil and Political Rights (ICCPR); Convention on the Elimination of All Forms of Discrimination Against Women (CEDAW); Convention on the Rights of the Child (CROC); Hague Convention on Protection of Children and Co-operation in Respect of Intercountry Adoption.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 30%; Final examination (3 hours duration with 15 minutes reading time), 70%.

### **BLO5606 AUSTRALIA'S VISA SYSTEM**

**Campus** City Queen.

**Prerequisite(s)** BLO5605 Australian Immigration Law

**Content** This unit of study aims to provide participants with an understanding and a working knowledge of Australian Visa system, their respective requirements and application procedures and the ability to research case law to support submission to government. Topics include: legislative and policy framework for Australia's visa system; mechanisms of immigration control; key visa classes and their requirements; visa application processes; visa conditions.

**Learning Outcomes** On completion of this unit students will demonstrate an ability to understand and interpret the requirements of the Migration Act and Regulations and relevant Commonwealth Government policy and procedures in relation to the Australian visa system and have the capacity to: identify the appropriate visa to meet a client's needs; identify the requirements and application procedures for a range of different visas; determine the alternative pathways to meet a client's needs; research case law.

**Required Reading** Burn, J. and Reich, S., 2005, The immigration Kit, 7th edition, Sydney, the Federation Press. Lawyers Practice Manual Victoria, Chapter 14.1 Immigration Law, The Law Book Company Limited.

**Recommended Reading** Crock, M., Saul, B., Dastyari, A., 2006, Refugees and Irregular Migration in Australia, Sydney, Federation Press. Crock, M., Saul, B., 2002, Future Seekers Refugees in Australia, Sydney, Federation Press. Crock, M., 1998, Immigration and Refugee Law in Australia, The Federation Press. Germov, R., Motta, A., 2003, Refugee Law in Australia, OUP, Melbourne. Glass, A., Goddard, J. et al., Australian Immigration Law, (loose leaf service), Sydney, Butterworths. Goodwin-Gill, G., 1996, The Refugee in International Law, 2nd edition, Clarendon Press, London. Hathaway, J.C., 2006, The Law of Refugee Status, Toronto, Butterworths. Hathaway, J.C., 2006, The Rights of Refugees Under International Law, Toronto, Butterworths. Rubenstein, K., 2003, Australian Citizenship Law in Context, Law Book Company. Vrachnis, J., Boyd, K., Bagaric, M. and Dimopoulos, P., 2005, Migration and Refugee Law: Principles and Practice in Australia, Melbourne, Cambridge University Press. Australian Immigration Law Course Notes, FCG Legal Pty Ltd and Victoria University. Legend.com online service, Department of Immigration. Department of Immigration and Multicultural Affairs publications: Australian Citizenship Instructions; The Procedures Advice Manual; Policy Control Instructions MSI's; Administrative Circulars. Immigration Review, Butterworths. Immigration Advice and Rights Centre NSW Immigration News. The Migration Review Tribunal practice notes. RRT Decision Bulletins and practice notes. Australian Bureau of Statistics, Australian Standard Classification of Occupations (ASCO Dictionary 2nd edition). All relevant NOOSR publications. Migration Act 1958. Migration Regulations 1994. Migration Agents legislation comprising: Migration Agents Registration Application Charge Act 1997; Migration Agents Registration Application Charge Regulations 1998; Migration Agents Regulations 1998. Commonwealth of Australia Constitution Act 1900. Australian Citizenship legislation comprising: Australian Citizenship Act 1948; Australian Citizenship Regulations 1960. Social Security Act 1991, Chapter 2C and Assurance of Support Determination. Ministerial Directions. Commonwealth Gazettes. United Nations Documents comprising: 1951 Convention as amended by the 1967 Protocol Relating to the Status of Refugees; UNHCR Handbook on Procedures and Criteria for Determining Refugee Status; Body of Principles for the Protection of All Persons under Any Form of Detention or Imprisonment; International Covenant on civil and Political Rights (ICCPR); Convention on the Elimination of All Forms of Discrimination Against Women (CEDAW); Convention on the Rights of the Child (CROC); Hague Convention on Protection of Children and Co-operation in Respect of Intercountry Adoption. Useful websites: [www.austlii.edu.au](http://www.austlii.edu.au); [www.immi.gov.au](http://www.immi.gov.au); [www.comlaw.gov.au](http://www.comlaw.gov.au).

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment/Mock File (3000 words), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

## **BLO5607 VISA COMPLIANCE, CANCELLATION AND REVIEW**

**Campus** City Queen.

**Prerequisite(s)** BLO5605 Australian Immigration Law and BLO5606 Australia's Visa System.

**Content** This unit of study aims to provide participants with an understanding and a working knowledge of the requirements to achieve compliance with the Australian visa regulatory framework and to develop skills to review and appraise pathways to meet client needs and prepare appropriate submissions to government. Topics include: refusal, compliance and cancellation of visas; immigration compliance powers; review processes; preparation of review documentation.

**Learning Outcomes** On completion of this unit students will demonstrate an ability to: identify requirements and procedures relating to refusals, compliance and other sanctions, appeals and reviews; review and appraise alternative pathways to meet clients needs; formulate appropriate submissions to government on behalf of clients; determine appropriate strategies for providing effective advice to clients.

**Required Reading** Burn, J. and Reich, S., 2005, The immigration Kit, 7th edition, Sydney, the Federation Press. Lawyers Practice Manual Victoria, Chapter 14.1 Immigration Law, The Law Book Company Limited.

**Recommended Reading** Crock, M., Saul, B., 2002, Future Seekers Refugees in Australia, Sydney, Federation Press. Vrachnis, J., Boyd, K., Bagaric, M. and Dimopoulos, P., 2005, Migration and Refugee Law: Principles and Practice in Australia, Melbourne, Cambridge University Press. Australian Immigration Law Course Notes, FCG Legal Pty Ltd and Victoria University. Department of Immigration and Multicultural Affairs publications: Australian Citizenship Instructions; The Procedures Advice Manual; Policy Control Instructions MSI's; Administrative Circulars. Immigration Review, Butterworths. Immigration Advice and Rights Centre NSW Immigration News. The Migration Review Tribunal practice notes. RRT Decision Bulletins and practice notes. Migration Act 1958. Migration Regulations 1994. Migration Agents legislation comprising: Migration Agents Registration Application Charge Act 1997; Migration Agents Registration Application Charge Regulations 1998; Migration Agents Regulations 1998.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Role play (30 minute role play), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

## **BLO5608 APPLIED MIGRATION LAW AND PRACTICE**

**Campus** City Queen.

**Prerequisite(s)** BLO5605 Australian Immigration Law and BLO5606 Australia's Visa System

**Content** This unit of study aims to provide participants with the knowledge and skills required to practise as a professional migration agent, to plan, deliver and communicate effective migration services for clients. The participants will identify personal and professional development needs and develop learning plans. Topics include: communication skills; working with interpreters; ethics and ethical decision making; submission and letter writing; cultural diversity; fee agreements; contracts; file management; application documentation; Legal Aid and DIMIA.

**Learning Outcomes** On completion of this unit students will demonstrate an ability to: demonstrate consultancy, advocacy and communication skills required to deal effectively with clients; plan and prepare communication strategies with key stakeholders including clients and government; prepare visa applications; plan, organise and deliver effective migration services.

**Required Reading** Lewis, Gordon D., Kyrou, Emiliós J., Handy Hints on Legal Practice, The Law Book Company, Latest edition.

**Recommended Reading** Jacomb, B.F., Taylor, L.G., Glennen, G.P., Accounting Handbook for Solicitors, Latest edition, The Law Book Company. Law Office Management: A Guide for Practitioners, Law Institute of Victoria. New South Wales Solicitors Manual, The Law Society of New South Wales. Australian Immigration Law Course Notes, FCG Legal Pty Ltd and Victoria University. Migration Act 1958. Migration Regulations 1994. Migration Agents legislation comprising: Migration Agents Registration Application Charge Act 1997; Migration Agents Registration Application Charge Regulations 1998; Migration Agents Regulations 1998.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment (3000 words), 40%; Final examination (2.5 hours duration with 15 minutes reading time), 60%.

## **BLO5737 INTERNATIONAL TAX**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide the students with a proper understanding of the special features of Australian Taxation Law and practice associated with the derivation of income and capital gains in an international context, particularly in view of the accrual system of taxing foreign sourced income. This unit of study includes the following topics: Overview: The fundamental concepts, and the basis of levying Australian tax on international transactions; problems of classifying residence and source. The common law approach; statutory rules concerning residence and source, allocation of income and expenses between Australia and foreign countries, deemed derivation from a source in Australia; problems of double taxation, introduction to the International Taxation Treaty system, examination of the OECD Model Convention, examination and comparison of selected treaties and consideration of treaty shopping; the accrued system of taxing foreign



accrued income; Australian taxation of foreign source income; Australian taxation of non-residents' Australian accrued income; aspects of international transactions; division 13 of the Income Tax Assessment Act, transfer pricing; measures to combat international tax avoidance, statutory solutions, exchange of information under the Income Tax Assessment Act and Treaties; practical exercises in international tax planning.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by Lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 30%; Research Paper / Presentation, 70%.

### **BLO5738 FINANCIAL INSTITUTIONS LAW**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study examines the following areas: The Australian Financial System: – a review of the regulation of banks and NBFIs; the Reserve Bank and its functions; the regulation and deregulation of the Australian finance industry. The relationship between Financial Institutions and Customers: an examination of the legal character of the relationship; the duties of the customer and of the financial institution; the duty of secrecy and the impact of the Commonwealth Privacy Act and of the Financial Transactions Reports Act on the duty of secrecy; the role of the Code of Banking Practice; the impact of the Trade Practices Act on the dealings of financial institutions with customers and third parties. Consumer Credit regulation under the Consumer Credit Code. Lending and Securities; – a review of bankers' lending criteria and the types and legal characteristics of securities accepted by them – in particular the personal guarantee, mortgage and debenture fixed and floating charges; the enforcement of debts through insolvency or winding-up proceedings, and the enforcement of securities. Payment methods: – this topic covers negotiable instruments (including cheques); consumer and commercial electronic funds transfer and regulation under the EFT Code of Conduct. Law Reform Issues.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Tyree, A. (latest edition), Banking Law in Australia. Weerasoria, W. S., 2000, Banking Law and the Financial System in Australia, 5th edn, Butterworth, Australia. Further readings as advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and Internal assessment, 40%; Presentation, 10%; Examination, 50%.

### **BLO6502 LAW FOR MANAGEMENT**

**Campus** Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** An introduction to law, including historical origins of our legal system, the sources of law, the doctrine of precedent and the court hierarchy, the adversary system. Also examination of types of precedent, history of tort of negligence and the rules of statutory interpretation and the identification of the essential elements in the formation of a contract. Examination of the elements of contract including the distinction between a condition, a warranty and an innominate term. Examination of Misrepresentation, Duress, Undue influence, Unconscionability. Consideration of the concept of a tort and the difference between the types of tort. Different types of business structures; sole traders; partnerships, joint ventures; incorporated and unincorporated associations and company law; a survey of the legal rules regulating administrative action.

**Required Reading** Latimer, P., Australian Business Law (latest edition), CCH.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Participation, 10%; Examination, 50%; Assignment, 40%.

### **BLO7700 THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%.

### **BLO7701 THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Thesis, 100%.

### **BLO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Dissertation, 100%.

### **BLO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire

**Recommended Reading** Please enquire

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Dissertation, 100%.



**BLO8002 PHD RESEARCH (FULL TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** Please enquire**Recommended Reading** Please enquire**Class Contact** Unit of study equal to 48 credit points.**Assessment** PhD Research, 100%.**BLO8003 PHD RESEARCH (PART TIME)****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge..

**Required Reading** Please enquire.**Recommended Reading** Please enquire.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is equal to 24 credit points

**Assessment** PHD Research, 100%.**BLO9211 SPORT, LAW AND THE ATHLETE****Campus** Sunbury.**Prerequisite(s)** BLO1105 Business law.

**Content** This unit of study will commence with an introduction to the Australian legal system. It will then proceed to give an overview of the law of contract, which is fundamental to understanding much sports law. The students will then be introduced to those laws that have direct and practical application to every day sports administration, particularly as they apply to the athlete. Topics that will be covered include matters relating to the employment of the athlete including employment law, restraint of trade and equal opportunity and anti-discrimination law. The students will also consider issues of injury and compensation and the potential rights and liabilities that may arise for participants as well as sport and recreation administrators. This will involve consideration of the law of assault, negligence, and related matters. The issues of drugs in sport, challenging the decisions of sporting disputes tribunals and alternative dispute resolution will be considered. Finally students will look at how the athlete may protect their reputation through the law of defamation.

**Required Reading** Healey, D., 2005, Sport and the Law, 3rd edn, New South Wales University Press, Sydney, Australia.

**Recommended Reading** Veljanovski, A., 1999, Sports Law Student Companion, LexisNexis Butterworths.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Law Report Case Study 10%; Research Assignment 30%, Examination 60%. Students are expected to satisfactorily complete each component of the Assessment to gain a pass in the unit of study.

**BLO9800 RESEARCH THESIS (FULL TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.

**Required Reading** Please enquire**Recommended Reading** Please enquire**Class Contact** Unit of study equal to 48 credit points.**Assessment** Research thesis, 100%.**BLO9801 RESEARCH THESIS (PART TIME)****Campus** City Flinders.**Prerequisite(s)** Please Enquire.

**Content** Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.

**Recommended Reading** Please enquire**Class Contact** Unit of study equal to 24 credit points.**Assessment** Research Thesis, 100%.**ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS****Campus** City Queen.

**Prerequisite(s)** Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Content** This unit of study aims to understand how and when Courts will make use of foreign laws to resolve legal disputes in which such law is raised. The unit of study covers the structure of Conflict of Laws, domicile and residence, jurisdiction of courts at Common Law, staying of actions and declining jurisdiction at Common Law, recognition and enforcement of foreign judgements at Common Law, obligations – contracts and torts, property – immovables and movables, husband and wife, the law of succession and concluding theoretical issues.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.**Class Contact** Unit study equal to 24 credit points.

**Assessment** Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5002 NOTARIAL PRACTICE – THEORY****Campus** City Queen.

**Prerequisite(s)** Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Content** This unit of study aims to provide an in-depth knowledge of the work of a Notary including notarial acts, Bill of Exchange and other professional functions. This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practice as a Notary.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5003 COMPARATIVE LAW****Campus** City Queen.

**Prerequisite(s)** Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Content** This unit of study aims to gain overview of the world's legal systems that will assist Public practising in countries in the Asia-Pacific Region, especially those with culturally diverse domestic populations maintaining connections to homelands, concentrating on the role of the Notary in civil law transactions such as the formation of contracts, the assignment of property and other transactions requiring notarial completion.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.**Class Contact** Unit of study if equal to 24 credit points.

**Assessment** Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

**ZCC5004 NOTARIAL PRACTICE – PRACTICAL WEEKEND****Campus** City Queen.

**Prerequisite(s)** Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Content** This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practise as a Notary. Areas covered include the structure and authority of the profession, characteristics and use of the

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notarial act including Bills of Exchange and Shipping Protests, and conduct and discipline of the profession including use of interpreters and translations and cultural awareness in dealing with clients from culturally diverse backgrounds.

**Class Contact** Unit of study is equal to 24 credit points.

**Assessment** Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

# SCHOOL OF MANAGEMENT

Below are details of courses offered by the **School of Management** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

**NOTE:** Courses available to International students are marked with the (I) symbol.

## ASSOCIATE DEGREE IN ENTERPRISE SKILLS

**Course Code:** BADA

**Campus:** Footscray Park, City King, Footscray Nicholson and Workplace delivery.

### Course Objectives

To provide students with the skills and conceptual understandings required by entrepreneurial managers and business owners in industries founded on high-level technical skills. To enable students to apply their skills in, and knowledge of selected areas of, business and management to the development of unique approaches to their work as managers or supervisors and to the identification of new business opportunities. To provide students with advanced technical skills in areas relevant to their career aspirations. To enable students to develop effective professional practices such as ethical and accountable approaches to work, reflective practice and strategic self and career management. To enable students to develop the personal and professional attributes required in effective technical workplaces. To enable students to demonstrate insight and entrepreneurial thinking in the performance of management and leadership tasks. To provide the foundational knowledge and skills which will support graduates to continue to manage their professional and learning development including further study at undergraduate or postgraduate level.

### Course Duration

The course is offered over two years on a full-time basis or over four years on a part-time basis.

### Admission Requirements

The entry requirements to the Associate Degree in Enterprise Skills are a trade qualification (Certificate Three or Certificate Four) and at least three years work experience. Applicants with relevant higher level qualifications may have their work experience requirements reduced.

### Course Structure

The course consists of four components: An Individual Professional Development Portfolio (12-24 credit points); A work-based Professional Project (24 credit points); 8 units of enterprise skills units providing the opportunity to combine skills based Vocational Education (VE) units with more conceptual Higher Education (HE) units in enterprise, management and business studies (96 credit points) and 4-5 units of advanced technical skills in an area of technical specialisation relevant to the learner's work and based on both VE and HE choices (60 credit points). An initial recognition of prior learning (RPL) assessment will be conducted for each student. The RPL process will include a diagnosis of 'capacity to complete' and negotiation of an Individual Professional Development Portfolio as a basis for structuring each student's learning program during their enrolment. If literacy skills development is required this will be incorporated into the Individual Professional Development Portfolio.

### Business and Management Core Units of Study

| Unit Code    |  | Hours |
|--------------|--|-------|
| FNSACCT610A  | DEVELOP & IMPLEMENT FINANCIAL STRATEGIES   | 60    |
| FNSCIND401A  | APPLY PRINCIPLES OF PROFESSIONAL PRACTICE TO WORK IN THE FINANCIAL SERVICES INDUSTRY | 30    |
| FNSICGEN301A | COMMUNICATE IN THE WORKPLACE   | 30    |
| FNSICGEN302A | USE TECHNOLOGY IN THE WORKPLACE  | 50    |
| BSBADM404A   | DEVELOP AND USE COMPLEX SPREADSHEETS   | 20    |
| BSBMKG408A   | CONDUCT MARKET RESEARCH  | 80    |
| BSBFLM512A   | ENSURE TEAM EFFECTIVENESS  | 60    |
| BSBFLM503B   | MANAGE EFFECTIVE WORKPLACE RELATIONSHIPS   | 60    |
| VBN094       | BUSINESS ETHICS AND CORPORATE GOVERNANCE   | 50    |
| FNSACCT404A  | MAKE DECISIONS WITHIN A LEGAL CONTEXT  | 60    |
| BSBMGT601A   | CONTRIBUTE TO STRATEGIC DIRECTION  | 60    |
| BSBMGT602A   | CONTRIBUTE TO THE DEVELOPMENT AND IMPLEMENTATION OF STRATEGIC PLANS                  | 60    |

|  | Credit Point | EFTSL | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|-------|---------|-----------------|------------------|-----------------|
|--|--------------|-------|---------|-----------------|------------------|-----------------|

### Professional Portfolio Core Units of Study

|   |    |        |   |       |       |         |
|---|----|--------|---|-------|-------|---------|
| BMO2300 CAREER PLANNING AND DEVELOPMENT | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BBB3100 BUSINESS INTEGRATED LEARNING    | 12 | 0.1250 | 1 | \$510 | \$637 | \$1,430 |
| BAO3100 THE ENTERPRISE PROJECT          | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |

### Enterprise Technical Units of Study (choose one of three streams)

#### Management Stream

|   |    |        |   |       |       |         |
|---|----|--------|---|-------|-------|---------|
| BMO1192 BUSINESS COMMUNICATION              | 12 | 0.1250 | 1 | \$510 | \$637 | \$1,430 |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP     | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BMO3220 HUMAN RESOURCE MANAGEMENT           | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |

#### Small Business & Entrepreneurship Stream

|   |    |        |   |       |       |         |
|---|----|--------|---|-------|-------|---------|
| BMO1192 BUSINESS COMMUNICATION              | 12 | 0.1250 | 1 | \$510 | \$637 | \$1,430 |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP     | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BMO2181 OPERATIONS MANAGEMENT               | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |

#### People Management Stream

|                                       |    |        |   |       |       |         |
|---------------------------------------|----|--------|---|-------|-------|---------|
| BMO1192 BUSINESS COMMUNICATION        | 12 | 0.1250 | 1 | \$510 | \$637 | \$1,430 |
| BLO2207 EMPLOYMENT LAW                | 12 | 0.1250 | 1 | \$510 | \$637 | \$1,430 |
| BMO3323 EMPLOYEE RELATIONS MANAGEMENT | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |
| BMO3220 HUMAN RESOURCE MANAGEMENT     | 12 | 0.1250 | 2 | \$726 | \$908 | \$1,584 |

### Elective Units of Study

Students will select any Higher Education units to the value of 36 Credit Points or any Vocational Education units at Credit Matrix levels 4-6 to the equivalent average learning hours.

**BACHELOR OF BUSINESS (MANAGEMENT) (I)**

Course Code: BBBM

Campus: Footscray Park, Sunbury, Tianjin-China.

**Course Objectives**

The course enables students to study a generic Management degree as well as being able to select the more traditional vocational electives of human resource management, management – service and operations or industrial relations.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator. Delivery of the new course structure off-shore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                         |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01105 ECONOMIC PRINCIPLES                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BE01106 BUSINESS STATISTICS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Management</b>  |              |        |         |                 |                  |                 |
| BMO3220 HUMAN RESOURCE MANAGEMENT                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2181 OPERATIONS MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3292 BUSINESS ETHICS                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3327 ORGANISATION CHANGE AND DEVELOPMENT        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3422 STRATEGIC MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>                                   |              |        |         |                 |                  |                 |
| Seven approved electives.                          |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>     |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MANAGEMENT/MARKETING) (I)**

Course Code: BBMM

Campus: Sunbury.

**Course Objectives**

The course aims to provide students with a broad based general business qualification and provide a framework on which participants can build personal competencies. The course will allow graduates to engage effectively in the management process and utilise a broad range of professional managerial and marketing competencies.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Marketing</b>                    |              |        |         |                 |                  |                 |
| BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2258 PRODUCT AND BRAND MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2434 CONSUMER BEHAVIOUR  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3254 ADVANCED MARKETING RESEARCH                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO3435 MARKETING PLANNING AND STRATEGY                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO2285 MARKETING RESEARCH  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Service Management</b>           |              |        |         |                 |                  |                 |
| BHO3432 SERVICES MARKETING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1110 MANAGING KNOWLEDGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2181 OPERATIONS MANAGEMENT                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2354 CONFERENCES AND MEETINGS MANAGEMENT                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3421 MANAGING THE SERVICE ORGANISATION                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>OR Specialisation Units of Study – Human Resource Management</b> |              |        |         |                 |                  |                 |
| BLO2207 EMPLOYMENT LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3323 EMPLOYEE RELATIONS MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3324 CONSULTING AND COUNSELLING                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3476 TRAINING AND DEVELOPMENT                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>                      |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

## BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT) (I)

Course Code: BBRM

Campus: Footscray Park, Sunbury.

### Course Objectives

The course will provide students with the opportunity to specialise in human resource management while still able to select electives in the more generic management and vocational fields of industrial relations and management – service and operations.

### Course Duration

The course is offered over three years on a full-time basis or over six years on a part-time basis. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                    |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                          | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Specialisation Units of Study – Human Resource Management</b> |              |        |         |                 |                  |                 |
| BLO2207 EMPLOYMENT LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3323 EMPLOYEE RELATIONS MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3324 CONSULTING AND COUNSELLING                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3476 TRAINING AND DEVELOPMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| Seven approved electives.  |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>                   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (STRATEGIC AND FINANCIAL MANAGEMENT) (I)**

Course Code: BBSF

Campus: Footscray Park, Sunway-Malaysia.

**Course Objectives**

The course aims to provide students with a focused program designed to develop strong knowledge, skills and competencies in strategic management and financial management.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units. Delivery of the new course structure off-shore may be deferred to 2009.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                         |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW                               | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Management</b>  |              |        |         |                 |                  |                 |
| BMO3220 HUMAN RESOURCE MANAGEMENT                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2181 OPERATIONS MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3292 BUSINESS ETHICS                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3327 ORGANISATION CHANGE AND DEVELOPMENT        | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO3422 STRATEGIC MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Accounting</b>  |              |        |         |                 |                  |                 |
| BAO1107 ACCOUNTING INFORMATION SYSTEMS             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2202 FINANCIAL ACCOUNTING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2203 CORPORATE ACCOUNTING                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO2204 MANAGEMENT ACCOUNTING                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3309 ADVANCED FINANCIAL ACCOUNTING              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3307 CORPORATE FINANCE                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO3312 ADVANCED MANAGEMENT ACCOUNTING             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Professional Development Units of Study</b>     |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

**BACHELOR OF BUSINESS (MANAGEMENT – SERVICE AND OPERATIONS)**

Course Code: BBSO

This course is NOT available to commencing students.

Campus: Footscray Park.

**Course Objectives**

The course provides students with a sound platform of learning in the principles and practice of operations and service management. It will improve learning by providing a fundamental framework for the application of operations management concepts and ideas which will ensure that students are capable of engaging successfully in these professional areas.

**Course Duration**

The course is offered over three years on a full-time basis or over six years on a part-time basis. A year of Co-operative Education is optional and if chosen, the course would take four years full-time or part-time equivalent. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must have successfully completed a course of study at year 12 level or equivalent.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

**Course Structure**

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                       |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1103 MICROECONOMIC PRINCIPLES                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1104 MACROECONOMIC PRINCIPLES                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Administrative Management</b> |              |        |         |                 |                  |                 |
| BMO1110 MANAGING KNOWLEDGE                                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO1192 BUSINESS COMMUNICATION                                   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO2354 CONFERENCES AND MEETINGS MANAGEMENT                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3421 MANAGING THE SERVICE ORGANISATION                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3422 STRATEGIC MANAGEMENT                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Units of Study – Operations Management</b>     |              |        |         |                 |                  |                 |
| BMO2181 OPERATIONS MANAGEMENT                                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO2184  |              |        |         |                 |                  |                 |
| BMO2283  |              |        |         |                 |                  |                 |
| BMO3352 INTERNATIONAL MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3381  |              |        |         |                 |                  |                 |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Support Units of Study</b>                                    |              |        |         |                 |                  |                 |
| BMO3220 HUMAN RESOURCE MANAGEMENT                                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO3327 ORGANISATION CHANGE AND DEVELOPMENT                      | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |

**Electives**

Two approved electives, which may be Co-operative Education or BBB3100 Business Integrated Learning.

**BACHELOR OF BUSINESS (HONOURS) (MANAGEMENT) (I)**

Course Code: BHBM

Campus: City Flinders.

**Course Objectives**

The course provides students with an opportunity to undertake advanced theoretical studies and gain supervised research experience which will enhance their competencies in their chosen vocational field. The course also aims to provide students with an understanding and awareness of the technical, professional and ethical requirements of their chosen area of specialisation and business in general.

**Course Duration**

The course is offered on a full-time basis over one year and on a part-time basis over two years. Students must complete 96 credit points through academic study in order to graduate. The research thesis has a value of 48 credit points, all other units of study carry a value of 12 credit points.

**Admission Requirements**

To qualify for admission to the course students must have completed an undergraduate degree with a specialisation in the management discipline or equivalent.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BMO4420 ORGANISATION BEHAVIOUR AND ANALYSIS | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4422 INNOVATION AND ENTREPRENEURSHIP     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4423 STRATEGIC ANALYSIS                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4430 RESEARCH METHODS                    | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO4400 HONOURS RESEARCH (FULL TIME)        | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| or  |              |        |         |                 |                  |                 |
| BMO4401 HONOURS RESEARCH THESIS (PART-TIME) | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

**MASTER OF BUSINESS (INDUSTRIAL RELATIONS AND HUMAN RESOURCE MANAGEMENT)****Course Code:** BMAI**Campus:** City Flinders.**Course Objectives**

The primary educational aim of the course is to provide students with an understanding of the fundamental concepts and skills in relation to industrial relations and human resource management. The course enables students to build upon these fundamentals by offering the choice of either structured advanced learning in specialised areas relevant to their professional practice, or the development of research skills applied through a minor thesis relevant to their professional needs and practice.

**Course Duration**

The course may be offered over three semesters on a full-time basis or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis, which carries a value of 36 credit points. Students must complete 144 credit points to graduate.

**Admission Requirements**

To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with industrial relations/human resource management, or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

The course may comprise (a) twelve coursework units of study or (b) thesis and nine coursework units of study:

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>  |              |        |         |                 |                  |                 |
| BMO5544 INDUSTRIAL RELATIONS                                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5564 HUMAN RESOURCE MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5567 MANAGING WORKPLACE CONFLICT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5513 LAW OF EMPLOYMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus one of the following options:                                |              |        |         |                 |                  |                 |
| <b>Coursework Option</b>  |              |        |         |                 |                  |                 |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6513 PROFESSIONAL PRACTICE AND ETHICS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus four electives from the elective units of study listed below |              |        |         |                 |                  |                 |
| <b>Thesis Option</b>  |              |        |         |                 |                  |                 |
| BMO6630 BUSINESS RESEARCH METHODS                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO7700 THESIS (FULLTIME)   | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or  |              |        |         |                 |                  |                 |
| BMO7701 THESIS (PART TIME)  | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |
| plus two electives from the following list:                       |              |        |         |                 |                  |                 |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| BEO5544 HUMAN RESOURCE ECONOMICS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5555 INDUSTRIAL LAW  | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5533 ORGANISATION CONSULTING AND COUNSELLING                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5535 INTERNATIONAL EMPLOYEE RELATIONS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5538 PROFESSIONAL ADVOCACY                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5551 REMUNERATION AND PERFORMANCE MANAGEMENT                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5568 TEAMWORKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Industrial Relations/Human Resource Management. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Industrial Relations/Human Resource Management.

**MASTER OF CONTRACTING AND PROJECT MANAGEMENT (I)****Course Code:** BMCP**Campus:** City Flinders.**Course Objectives**

Graduating students will have a conceptual understanding of relevant models, modes of analysis and techniques for understanding and carrying out contract management, program and project management, and procurement. They will also have developed the ability to apply and evaluate these models, modes of analysis and technique in the context of the legal, ethical and accountability requirements of the public sector.

**Course Duration**

The course may be offered on a full-time basis over three semesters or part-time equivalent. Each subject carries a value of 12 credit points with the exception of the thesis component, which carries a volume of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

**Admission requirements**

For admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In order to fulfil these requirements applicants may be required to undertake additional or preliminary study as determined by the course co-ordinator.



In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

#### Course Structure

The Master of Contracting and Project Management by Coursework comprises 12 units of study:

- four units of study from list A below;
- five units of study from list B below;
- plus three units of study from list B or C below.

The Master of Contracting and Project Management by Coursework and Thesis comprises 9 units of study plus a minor thesis:

- four units of study from list A below;
- five units of study from list B below including Business Research Methods;
- thesis.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>List A – Core Public Management units of study</b>  |              |        |         |                 |                  |                 |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6510 GOVERNMENT AND BUSINESS RELATIONS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6562 ECONOMICS OF PUBLIC ENTERPRISE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO5522 PUBLIC SECTOR ECONOMICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| or   |              |        |         |                 |                  |                 |
| BMO6506 WORK AND ORGANISATION SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| or   |              |        |         |                 |                  |                 |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| or   |              |        |         |                 |                  |                 |
| An elective from List B or List C (an elective may be taken only by students who have basic organisational and management knowledge, as approved by the course co-ordinator) |              |        |         |                 |                  |                 |
| <b>List B – Contract Management units of study</b>   |              |        |         |                 |                  |                 |
| BCO6656 IT PROJECT MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5537 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5570 PURCHASING, SUPPLIER CHOICE AND EVALUATION   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5602 BUSINESS PROJECT MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5601 OPERATIONS AND SERVICE MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>List C – Electives</b>  |              |        |         |                 |                  |                 |
| BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO5505 BUSINESS TO BUSINESS MARKETING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Thesis</b>  |              |        |         |                 |                  |                 |
| BMO7700 THESIS (FULLTIME)  | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or   |              |        |         |                 |                  |                 |
| BMO7701 THESIS (PART TIME)   | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of eight approved units of study, students who choose to exit the course will be eligible for the Graduate Diploma in Contracting and Project Management. On completion of four approved units of study, students who choose to exit the course will be eligible for the Graduate Certificate in Contracting and Project Management.

## MASTER OF BUSINESS (WORKPLACE DISPUTE RESOLUTION) (I)

Course Code: BMDR

Campus City Flinders.

#### Course Objectives

The course aims to provide students with the skills, knowledge and understanding of the theories and issues surrounding workplace conflict resolution and to enable them to practise as professionals in the field.

#### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

#### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with management in a health industry or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

#### Course Structure

The course may comprise (a) twelve coursework units of study or (b) minor thesis, equivalent to 36 credit points, and nine coursework units of study:

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                      |              |        |         |                 |                  |                 |
| BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5533 ORGANISATION CONSULTING AND COUNSELLING | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| BMO5544 INDUSTRIAL RELATIONS                                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5538 PROFESSIONAL ADVOCACY                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5567 MANAGING WORKPLACE CONFLICT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6513 PROFESSIONAL PRACTICE AND ETHICS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus either:  |              |        |         |                 |                  |                 |
| <b>Coursework Option</b>                                      |              |        |         |                 |                  |                 |
| Choose four elective units of study from Elective list below. |              |        |         |                 |                  |                 |
| <b>Thesis Option</b>  |              |        |         |                 |                  |                 |
| BMO7700 THESIS (FULLTIME)                                     | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or  |              |        |         |                 |                  |                 |
|   | Credit Point | EFTSL  | SC Band | Pre 2005        |                  |                 |
| (AU\$)  | From 2005    |        |         |                 |                  |                 |
| (AU\$)  | Full Fee     |        |         |                 |                  |                 |
| (AU\$)  |              |        |         |                 |                  |                 |
| BMO7701 THESIS (PART TIME)                                    | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |
| plus one elective unit of study from Elective list below:     |              |        |         |                 |                  |                 |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| BLB5557 COMMERCIAL ARBITRATION LAW                            | 12           | 0.1250 | 3       | \$850           | \$1,062          | \$2,083         |
| BLO5513 LAW OF EMPLOYMENT                                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5564 HUMAN RESOURCE MANAGEMENT                             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT             | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5568 TEAMWORKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE                       | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO7744 READINGS IN LABOUR STUDIES                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

On completion of four units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (HEALTH INDUSTRY MANAGEMENT) (I)

Course Code: BMHI

Campus City Flinders.

### Course Objectives

The course aims to provide students with specialised professional education and skills for those working in management roles in the health industry, or aspiring to such roles. This includes two groups: first, general managers who do or who plan to work in the health industry, and who need management expertise tuned to the characteristics of that industry. This includes those in positions such as managers of health practices, managers in hospitals, and managers in other health service delivery organisations, and for those aspiring to these roles. Second, health professionals who are moving into more general management roles in the health industry. The course brings together a range of knowledge and skills that are needed by such managers. It provides a strong foundation in management, business and professional practice skills. It builds on this with specialised studies in advanced areas of management and business, and with options in specific health industry specialisations. It has options specifically for public sector and for private sector managers.

### Course Duration

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis which carries 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

### Admission Requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma (or equivalent) and be employed in or intend to be employed in a position associated with management in a health industry.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

The course may comprise (a) twelve coursework units of study or (b) minor thesis, equivalent to 36 credit points, and nine coursework units of study:

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                   |              |        |         |                 |                  |                 |
| BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS                | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO6504 ACCOUNTING FOR MANAGEMENT                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5537 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6513 PROFESSIONAL PRACTICE AND ETHICS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS                            | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus one of the following units:                             |              |        |         |                 |                  |                 |
| BEO5522 PUBLIC SECTOR ECONOMICS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6600 BUSINESS ECONOMICS                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus one of the following units:                             |              |        |         |                 |                  |                 |
| BMO6506 WORK AND ORGANISATION SYSTEMS                        | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR                  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

or an elective unit (may be taken only by students who have basic organisational and management knowledge), as approved by the course co-ordinator.

plus either:

#### Coursework Option

Choose four approved elective units of study.

or

#### Thesis Option

BMO7700 THESIS (FULLTIME)

36 0.3750

2

\$2,178 \$2,723

\$4,752

or

BMO7701 THESIS (PART TIME)

18 0.1880

2

\$1,092 \$1,365

\$2,382

plus one approved elective unit of study.

## MASTER OF BUSINESS (MANAGEMENT PRACTICE) (I)

Course Code: BMMP

No new student intake in 2008. Replaced by BMMT Master of Business (Management)

### Course Objectives

This course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing this course will be equipped to manage change programs, to implement teams in their organisations, to lead projects, to counsel and nurture staff, to think strategically and to set the conditions for innovative practice, to manage operations and to understand the practice of management in general. Depending on the specialist area selected the course offers graduates opportunities to change their career orientation into change management, organisation development, operations and supply chain management, public sector management, innovation and knowledge management, human resource management or industrial relations management.

### Course Duration

The course may be offered on a full-time basis over three semesters of part time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a value of 36 credit points. Students must complete 144 credit points in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In order to fulfil these requirements applicants may be required to undertake additional or preliminary study as determined by the course co-ordinator.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

The Master of Management Practice by Coursework comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives.

The Master of Management Practice by Coursework and Thesis comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis.

Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Management Practice Units of Study</b>  |              |        |         |                 |                  |                 |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5602 BUSINESS PROJECT MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5601 OPERATIONS AND SERVICE MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Support Units of Study</b>   |              |        |         |                 |                  |                 |
| Select two units of study from the list below:   |              |        |         |                 |                  |                 |
| BMO5544 INDUSTRIAL RELATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5568 TEAMWORKING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisations</b>   |              |        |         |                 |                  |                 |
| There are six specialisation streams within the Management Practice Program. You can select the specialisation that best suits your career aspirations.                                |              |        |         |                 |                  |                 |
| <b>Change Management and Organisation Development</b>  |              |        |         |                 |                  |                 |
| This specialisation introduces students to the diverse and rapidly growing knowledge and competencies that are required for a manager to effectively lead a change management program. |              |        |         |                 |                  |                 |
| This specialisation includes at least two of the following units of study:   |              |        |         |                 |                  |                 |
| BMO5533 ORGANISATION CONSULTING AND COUNSELLING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5567 MANAGING WORKPLACE CONFLICT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Government and Business Management</b>   |              |        |         |                 |                  |                 |
| This specialisation complements the core managerial competencies of the Masters Program with the leadership, analytical skills and other competencies required to equip managers with the skills that they require to advance their careers. This program is designed for those who work in the public sector, service provider corporations and the government relations areas of private corporations. This specialisation includes at least two of the following units of study: |              |        |         |                 |                  |                 |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6510 GOVERNMENT AND BUSINESS RELATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6512 INTERNATIONAL POLICY STUDIES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Human Resource Management</b>  |              |        |         |                 |                  |                 |
| This specialisation aims to expose students to contemporary knowledge in the discipline of Human Resource Management and to promote a strategic approach to management of Human Resources. This specialisation includes at least two of the following units of study:   |              |        |         |                 |                  |                 |
| BMO5564 HUMAN RESOURCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Industrial Relations</b>   |              |        |         |                 |                  |                 |
| This specialisation aims to expose students to contemporary knowledge in the discipline of Industrial Relations and promote effective skills in the resolution of employee relations problems. This specialisation includes at least two of the following units of study:   |              |        |         |                 |                  |                 |
| BMO5544 INDUSTRIAL RELATIONS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5548   |              |        |         |                 |                  |                 |
| BMO5567 MANAGING WORKPLACE CONFLICT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Innovation and Knowledge Management</b>  |              |        |         |                 |                  |                 |
| This specialisation aims to provide an overview of the fields of innovation and knowledge management and promotes a strategic approach to the management of knowledge and innovation. This specialisation includes at least two of the following units of study:  |              |        |         |                 |                  |                 |
| BMO5577 COMPETITIVE INNOVATION MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Operations and Supply Chain Management</b>   |              |        |         |                 |                  |                 |
| This specialisation studies the management of manufacturing, logistics and service companies. It combines strategic and practical approaches to decisions in areas such as capacity, quality and information systems. This specialisation includes at least two of the following units of study:  |              |        |         |                 |                  |                 |
| BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5576 OPERATIONS AND LOGISTICS STRATEGY   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>  |              |        |         |                 |                  |                 |
| With the agreement of course co-ordinator, you may select electives from any of the above specialisations that are not part of your program, plus any of the following units of study:  |              |        |         |                 |                  |                 |
| BAO6504 ACCOUNTING FOR MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5513 LAW OF EMPLOYMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO6502 LAW FOR MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5535 INTERNATIONAL EMPLOYEE RELATIONS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5551 REMUNERATION AND PERFORMANCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO7744 READINGS IN LABOUR STUDIES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Thesis</b>   |              |        |         |                 |                  |                 |
| BMO7700 THESIS (FULLTIME)   | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or  |              |        |         |                 |                  |                 |
| BMO7701 THESIS (PART TIME)  | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Management Practice. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (MANAGEMENT) (I)

Course Code: BMMT

Campus: City Flinders.

### Course Objectives

This course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing this course will be equipped to manage change programs, to implement teams in their organisations, to lead projects, to counsel and nurture staff, to think strategically and to set the conditions for innovative practice, to manage operations and to understand the practice of management in general. Depending on the specialist area selected the course offers graduates

opportunities to change their career orientation into change management, organisation development, operations and supply chain management, public sector management, innovation and knowledge management, human resource management or industrial relations management.

#### Course Duration

The course may be offered on a full-time basis over three semesters of part time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component, which carries a value of 36 credit points. Students must complete 144 credit points in order to graduate.

#### Admission requirements

To qualify for admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

#### Course Structure

The Coursework option comprises 12 units of study: six Management Practice units of study, two from Specialisation Support Units of study, two units of study from one of the specialisations, and two electives.

The Coursework and Thesis option comprises nine units of study plus a thesis: five Management Practice units of study including Business Research Methods, two units of study from one of the specialisations, two from specialisation support units, and the Thesis.

Some units of study are required or recommended depending on the specialisation you select. Your Course Co-ordinator will discuss this with you, and help plan a program that best suits your career needs.

|   | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|---|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Management Practice Units of Study</b>   |              |        |         |                 |                  |                 |
| BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5602 BUSINESS PROJECT MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5601 OPERATIONS AND SERVICE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6624 ORGANISATION CHANGE MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6630 BUSINESS RESEARCH METHODS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisation Support Units of Study</b>  |              |        |         |                 |                  |                 |
| Select two units of study from the list below:  |              |        |         |                 |                  |                 |
| BMO5568 TEAMWORKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Specialisations</b>  |              |        |         |                 |                  |                 |
| There are six specialisation streams within the Program. You can select the specialisation that best suits your career aspirations.   |              |        |         |                 |                  |                 |
| <b>Change Management and Organisation Development</b>   |              |        |         |                 |                  |                 |
| This specialisation introduces students to the diverse and rapidly growing knowledge and competencies that are required for a manager to effectively lead a change management program.  |              |        |         |                 |                  |                 |
| This specialisation includes at least two of the following units of study:  |              |        |         |                 |                  |                 |
| BMO5533 ORGANISATION CONSULTING AND COUNSELLING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5567 MANAGING WORKPLACE CONFLICT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Government and Business Management</b>   |              |        |         |                 |                  |                 |
| This specialisation complements the core managerial competencies of the Masters Program with the leadership, analytical skills and other competencies required to equip managers with the skills that they require to advance their careers. This program is designed for those who work in the public sector, service provider corporations and the government relations areas of private corporations. This specialisation includes at least two of the following units of study: |              |        |         |                 |                  |                 |
| BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6510 GOVERNMENT AND BUSINESS RELATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6512 INTERNATIONAL POLICY STUDIES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Human Resource Management</b>  |              |        |         |                 |                  |                 |
| This specialisation aims to expose students to contemporary knowledge in the discipline of Human Resource Management and to promote a strategic approach to management of Human Resources. This specialisation includes at least two of the following units of study:   |              |        |         |                 |                  |                 |
| BMO5564 HUMAN RESOURCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Industrial Relations</b>   |              |        |         |                 |                  |                 |
| This specialisation aims to expose students to contemporary knowledge in the discipline of Industrial Relations and promote effective skills in the resolution of employee relations problems. This specialisation includes at least two of the following units of study:   |              |        |         |                 |                  |                 |
| BMO5544 INDUSTRIAL RELATIONS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5538 PROFESSIONAL ADVOCACY   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5567 MANAGING WORKPLACE CONFLICT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Innovation and Knowledge Management</b>   |              |        |         |                 |                  |                 |
| This specialisation aims to provide an overview of the fields of innovation and knowledge management and promotes a strategic approach to the management of knowledge and innovation. This specialisation includes at least two of the following units of study:                                 |              |        |         |                 |                  |                 |
| BMO5577 COMPETITIVE INNOVATION MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5650 MANAGING ORGANISATION KNOWLEDGE  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Operations and Supply Chain Management</b>  |              |        |         |                 |                  |                 |
| This specialisation studies the management of manufacturing, logistics and service companies. It combines strategic and practical approaches to decisions in areas such as capacity, quality and information systems. This specialisation includes at least two of the following units of study: |              |        |         |                 |                  |                 |
| BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5576 OPERATIONS AND LOGISTICS STRATEGY  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Electives</b>   |              |        |         |                 |                  |                 |
| With the agreement of course co-ordinator, you may select electives from any of the above specialisations that are not part of your program, plus any of the following units of study:   |              |        |         |                 |                  |                 |
| BAO6504 ACCOUNTING FOR MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO5513 LAW OF EMPLOYMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO6502 LAW FOR MANAGEMENT   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5535 INTERNATIONAL EMPLOYEE RELATIONS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5551 REMUNERATION AND PERFORMANCE MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO5566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO7744 READINGS IN LABOUR STUDIES   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Thesis</b>  |              |        |         |                 |                  |                 |
| BMO7700 THESIS (FULL TIME)   | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or   |              |        |         |                 |                  |                 |
| BMO7701 THESIS (PART TIME)   | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |

On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Management Practice. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## DOCTOR OF PHILOSOPHY

**Course Code:** BPPM

**Campus:** City Flinders

### Course Objectives

The Doctor of Philosophy undertaken purely by research is available within the School of Management. Academic staff with suitable qualifications and proven research skills supervise students undertaking management, industrial relations and human resource management related projects.

### Course Duration

The course normally requires three years of full-time study or part-time equivalent.

### Course Structure

|                                    | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|------------------------------------|--------------|--------|---------|-----------------|------------------|-----------------|
| BMO8002 PHD (RESEARCH) (FULL TIME) | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| or                                 |              |        |         |                 |                  |                 |
| BMO8003 PHD (RESEARCH) (PART TIME) | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

## MASTER OF BUSINESS BY RESEARCH

**Course Code:** BRAM

**Campus:** City Flinders

### Course Objectives

The Master of Business by Research can be offered by the School of Management. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

### Course Duration

The course normally requires two years of full-time study or part-time equivalent.

### Course Structure

|                                     | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|-------------------------------------|--------------|--------|---------|-----------------|------------------|-----------------|
| BMO9800 RESEARCH THESIS (FULL TIME) | 48           | 0.5000 | 2       | \$2,904         | \$3,630          | \$6,336         |
| or                                  |              |        |         |                 |                  |                 |
| BMO9801 RESEARCH THESIS (PART TIME) | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |

# SUBJECTS

Below are subject details for courses offered by the **School of Management** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

## BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR

**Campus** City Flinders, City Queen, Footscray Park, Sunbury, Sunway-Malaysia, CUHK-Hong Kong.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to provide students with an understanding of organisational behaviour and management theory; to assess critically the underlying values of these theories; to assess critically the utility and application of the management practices informed by these theories in the Australian context; and to analyse critically the values of Australian managers concerning behaviour in organisations and to evaluate the effectiveness of these assumptions. This unit of study includes the following topics: overview of the development of organisation/management theory; analysis of scientific management, human relations theory; individual behaviour/perception, personality, learning, motivation; group behaviour: group dynamics, conflict resolution, leadership, concentrating on Australian case studies and incorporating a consideration of issues of gender, ethnicity and age; applications of management/organisation theory in Australia; communication processes, and quality of working life.

**Required Reading** Bartol, K., Martin, D., Tein, M., Matthews, G., Ritson, P. and Scott-Ladd, B., 2005, Management Foundations, A Pacific Rim Focus, 1st edition, McGraw-Hill, Sydney. Summers, J. and Smith, B., 2002, Communications Skills Handbook (Revised Edition), Wiley, Brisbane.

**Recommended Reading** Robbins, S.P., Bergman, R., Stagg, I. and Coulter, M., 2003, Foundations of Management, Prentice Hall, Sydney. Robbins, S.P., Bergman, R., Stagg, I. and Coulter, M., 2000, Management, Prentice Hall, Sydney. Bartol, K., Martin, D., Tein, M. and Matthews, G., 2003, Management, A Pacific Rim Focus, Enhanced edition, McGraw-Hill, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Three internal Assessment tasks, 50%; Final examination, 50%.

## BMO1110 MANAGING KNOWLEDGE

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an understanding of the significance of knowledge within organisations. The topics included are: information and knowledge, sources and forms of knowledge, organisational memory and learning, developing knowledge systems, documenting knowledge, documents in electronic environments, knowledge management tools, aligning knowledge management and business strategy, culture and change, selling and measuring knowledge management, and using knowledge for competitive advantage.

**Required Reading** Debowski, S., 2006, Knowledge Management, John Wiley and Sons, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class Assignments, 60%; Final examination, 40%.

## BMO1192 BUSINESS COMMUNICATION

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to develop an understanding of the principles of effective business communication and to develop and integrate oral and written communication skills so as to enhance organisational communication ability. This unit of study includes the following topics: How is business communication relevant?; communication systems within organisations; the structure and organisation of business documents; the problem solving approach to effective communication; logic and reasoning in organisational communication; improving communication competence; the process of writing; oral presentations, improving listening skills, design and editing;

academic writing and referencing; non-verbal communication; teams, meetings and collaborative writing; intercultural communication.

**Required Reading** Mohan, T., McGregor, H., Saunders, S. and Archee, R., 2004, Communicating as Professionals, Thomson, Southbank, Victoria.

**Recommended Reading** McKenna, B., Thomas, G. and Waddell, N., 2004, Australian Guide to Corporate Communication, Social Science Press, Tuggerah, NSW.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as a two-hour workshop and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignments, 60%; Examination, 40%.

## BMO2181 OPERATIONS MANAGEMENT

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to enable business graduates to co-ordinate the operations functions effectively. This requires an understanding of both the activities involved in the operations function and the decision making techniques needed to control it. This unit of study includes the following topics: definition of operations function in manufacturing and service industries; the planning and control of the operations process; application of analytical methods and techniques to production.

**Required Reading** Heizer and Render, 2006, Operations Management, 8th edition, Prentice-Hall.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Individual assignments and Quiz tests, 15%; Group case presentations and class discussion, 10%; Individual major report, 25%; Final examination, 50%. To successfully pass this unit of study, a minimum mark of at least 40% must be achieved in the final examination and a mark of at least 50% for the major report.

## BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT

**Campus** Footscray Park.

**Prerequisite(s)** BAO2100 Introduction to Small Enterprise.

**Content** This unit of study considers the application of managements studies to the small enterprise sector. Topics include comparative business structures; characteristics of small business owner managers; employee relations and training issues in small firms; business planning; and technology and small enterprise management.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Examination, 50%.

## BMO2183 ENTREPRENEURIAL BUSINESS ISSUES

**Campus** Footscray Park.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** This unit of study aims to introduce students to a deeper understanding of a range of issues important to the success of entrepreneurial business. Topics include opportunity recognition; business planning; innovative marketing; entrepreneurial management issue and franchising.

**Required Reading** Cases and readings to be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Examination, 50%.

## BMO2271 ORGANISATIONS

**Campus** Footscray Park, Werribee.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** This unit of study examines the practices and functioning of organisations at micro levels, with an emphasis on how the individual interacts and impinges on such organisational settings. It is designed specifically to provide students with practical skills and a better understanding of themselves as people which will enable them to be more effective managers. The topics covered in this unit of study include: personality, social perception, group dynamics, motivation and the management of personal behaviour such as stress management, conflict negotiation and career management strategies.

**Required Reading** Shermerhorn, J.R., Hunt, J.G. and Osborn, R.N., 1994, *Managing Organisational Behaviour*, 6th edn, Wiley, New York.

**Recommended Reading** Bateman, T.S. and Zeithaml, C.P., 1993, *Management: Function and Strategy*, 2nd edn., Irwin, Homewood. Nelson-Jones, R., 1996, *Human Relationship Skills*, Harcourt Brace, Sydney. Hellriegel, D., Slocum, J.W. and Woodman, R.W., 1995, *Organizational Behaviour*, 7th edn., West Publishing, Minneapolis/St Paul. Ivancevich, J., Olekalns, M. and Matteson, M., 1997, *Organisational Behaviour and Management*, Australasian edn., Irwin, Sydney. Moorhead, G. and Griffin, R.W., 1995, *Organizational Behaviour: Managing People and Organisations*, 4th edn., Houghton Mifflin, Boston.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major assignment, 35%; Presentation, 15%; Final examination, 50%.

## BMO2281 DESIGN OF THE PRODUCTIVE SYSTEM

**Campus** Footscray Park.

**Prerequisite(s)** BMO2184 Operations Support Systems

**Content** The aim of this unit of study is to familiarise students with the tools and techniques currently employed to aid manufacturers in a wide variety of production processes. This subject includes the following topics: computer integrated manufacturing (CIM), in various industries; future trends; development and obstacles to the implementation of CIM; fundamental concepts in applying CIM to manufacturing and its automation; the role of CAD/CAM, group technology; process planning; robotics; materials requiring planning and inventory control in CIM; planning, implementation and management of CIM; the use of flexible manufacturing systems; design of value engineering and quality into production; concepts of value and definition of requirements via specifications and definition of requirements via specifications and documentation; product and development evaluation, including safety, efficiency and reliability testing.

**Required Reading** Chase, R.B., & Aquilano, N.J., 1998, *Production and Operations Management*, Irwin, USA.

**Recommended Reading** Ranky, P.G., 1990, *Total Quality Control and JIT Management in CIM*, CIM ware, New Jersey. Teicholz, E., Orr, J.N., 1987, *Computer Integrated Manufacturing Handbook*, McGraw-Hill, New York.

**Class Contact** Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules: or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments and case study, 30%; laboratory work, 20%; Final examination, 50%.

## BMO2300 CAREER PLANNING AND DEVELOPMENT

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** Nil.

**Content** This unit of study provides students with essential background knowledge in order to inform their career development. It takes a dual focus, examining at the individual level career development theory in the context of the career choices people make, and their involvement in work, while at the social level it examines the way work has developed and will change in the future. Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the Graduate labour market. Topics include: history and sociology of work; forecast future trends in the nature of work; career development theory; self awareness; understanding change in the context of transition to work; organisational versus professional loyalty; career decision making;

career strategic planning; politics, culture and legislation of work and advanced job seeking skills.

**Required Reading** Frehse, W., 2003, *Manage your own Career*, Pearson Education, Australia.

**Recommended Reading** Beder, S., 2000, *Selling the Work Ethic: From Puritan Pulpit to Corporate PR*, Scribe Publications, Australia. Handy, C., 1997, *The hungry spirit: beyond capitalism: a quest for purpose in the modern world*, Hutchinson, London. Stevens, P., 1998, *The Australian resume guide: making you job application work* including websites for job seekers, Centre for Worklife Counselling.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Group presentations, 20%; Employer research and Sample job application, 30%; Career Strategic Plan and workshop exercises, 50%.

## BMO2354 CONFERENCES AND MEETINGS MANAGEMENT

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of the unit of study are to develop understanding and competencies related to the principles and processes required to effectively plan, manage and evaluate conferences and meetings. This subject includes the following topics: principles and practices of planning processes; planning, conducting, managing and evaluating conferences; planning, conducting, managing and evaluating meetings.

**Required Reading** Cases and readings to be advised by lecturer.

**Recommended Reading** McCabe, V., Poole, B., Weeks, P. and Leiper, N., 2000, *The Business and Management of Conventions*, John Wiley and Sons, Australia, Brisbane. Renton, N.E., 2005, *Guide for Meetings and Organisations*, Volume 2, 8th edn, LawBook Co., Pyrmont N.S.W.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignments, 60%; Final examination 40%.

## BMO2402 MUSIC INDUSTRY MANAGEMENT

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** The unit of study provides students with an introduction to the basic concepts and processes needed to be an effective business oriented manager in the music industry and to develop appropriate analytical and evaluative skills. At the completion of the unit of study students should be able to demonstrate the competencies and skills required in various sectors of the music industry.

**Required Reading** McMartin, M., 2002, *The MMF Music Manager's Manual*, Music Managers Forum, Australia. [www.starpolish.com](http://www.starpolish.com)

**Recommended Reading** [www.themusic.com.au](http://www.themusic.com.au) Simpson, S., 2002, *Music Business*, Omnibus Press, Australia Australasian Music Industry Directory, Immedia! Pty, Ltd, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Continuous assessment, 50%; Examination, 50%.

## BMO2403 MANAGEMENT STRATEGY FOR ELECTRONIC COMMERCE

**Campus** Footscray Park, Werribee, CUHK-Hong Kong.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** To study theories and models of organisational strategy, policy and decision making relating to electronic commerce and to assess critically their value to an organisation and its stakeholders and to develop knowledge, personal skills and competencies in the development of relationships between organisations utilising electronic commerce. Topics and Skills Explored: E-business and organizational strategy; E-business strategy, practices and impact; Managing e-business innovations; Managing internal and external relationships and e-leadership; Managing e-business information and knowledge; Economics of e-business, the Internet and the World Wide Web; Core competencies and capabilities in e-business; Managing change and culture in e-business; Technical aspects of e-business; E-business governance; Ethics of E-Business; making the investment decision;



strategy implementation: managing change; the development of network firms: developing trust and collaborative practices; management of issues for electronic commerce: risk analysis, contingency planning, codes of practice, employee training and the development of standards; global trends and future directions in the management of electronic commerce.

**Required Reading** Canzer, Brahm, e-Business – Strategic Thinking and Practice, Second Edition, Houghton Mifflin Company, Boston, MA, USA, 2006.

**Recommended Reading** McKay, J. & Marshall, P., Strategic Management of e-Business, John Wiley & Sons Australia Ltd, Queensland, Australia, 2004 (or latest edition). Rayport, J. F. & Jaworski B. J., 2002, Introduction to e-commerce, McGraw-Hill/Irwin marketspaceU, NY. Samson, D., 2003, e-Business – Value Creation for Management, McGraw-Hill Australia Pty Ltd, NSW, Australia. Turban E., King D., Lee J. & Viehland D., 2004, Electronic Commerce – A Managerial Perspective, 2004, Pearson Education International Inc, New Jersey, USA. Turban E., Mclean E. & Wetherbe J., 2004, Information Technology for Management – Transforming Organizations in the Digital Economy, 4th Edition, John Wiley & Sons Inc, USA.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (individual), 20%; Research assignment (group), 20%; Assignment (individual), 10%; Final examination, 50%.

### **BMO2531 EVENT PROJECT MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** Event project management is really a close collaboration and careful merger of event and project world history. Students will gain essential knowledge on what is project management and an understanding of how project management techniques enable successful event project management for teams to unlock group creativity and productivity by knowing how to set goals; plan and monitor progress toward these goals; sustain high performance; negotiate up, down and across their organizations; put together compelling project presentations; manage risks; create change; and finally, share authority and leadership. This subject develops the technical, organisational and personal skills needed to manage complex events projects in unstable, changeable environments. The emphasis is on achieving objectives while coping with the unexpected. The purpose of project management is to foresee or predict as many of the dangers and problems as possible and plan, organize and control activities so that the project is completed as successfully as possible in spite of all the risks. Topics include: events definition and project definition; project management as a strategic capability; project management concept, structures, leadership and team selection and building; project initiation, needs identification and process; project management tools and techniques; resource scheduling and risk assessment; progress monitoring and change; project control; performance measurement, and evaluation; project audit and closure.

**Learning Outcomes** Students will gain an understanding on how project management tools enable successful project teams to unlock team creativity and productivity by knowing how to set goals, plan and monitor progress towards these goals, sustain high performance, negotiate up, down and across the organisation, make compelling project presentations, manage risks, create change, and share authority and leadership. Students will have the opportunity to develop their understanding through applications relevant to the events industry.

**Required Reading** Maylor, Harvey, Project Management, Third Edition, Financial Times Prentice Hall, Essex, UK, 2003 or latest edition.

**Recommended Reading** Gido, J. and Clements, J. P., 2003, Successful Project Management, 2nd Edition, South-Western-Thomson Learning, Ohio, USA. Kerzner, Harold, 2003, Project Management – A Systems Approach to Planning, Scheduling, and Controlling, 8th Edition, Wiley, New Jersey, Canada. Meredith, J. R. and Mantel, S. J. Jr, 2003, Project Management – A Managerial Approach, 5th Edition, Wiley NY, USA. Hartley, Stephen, 2003, Project Management – A Competency-Based Approach, Pearson Education NSW, Australia.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment (individual), 20%; Research assignment (group), 30%; Examination, 50%.

### **BMO3220 HUMAN RESOURCE MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** Human resource management introduces the principal activities which make up the human resource function in organisations and examines the links between effective people management and overall organisational effectiveness. This unit of study includes the following topics: HRM in Australia; ethical and legal foundations of HRM; workforce planning, job analysis and design; staffing the workplace; performance development and review, and performance management systems; rewards management and employee health and safety.

**Required Reading** Dessler, G., Griffiths, J. & Lloyd-Walker, B., 2004, Human Resource Management, (or latest edition), Prentice Hall, Frenchs Forest.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class assignments, 60%; Final examination, 40%.

### **BMO3292 BUSINESS ETHICS**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** This unit of study aims to provide an understanding of the ethics of the current business world by exploring some of the problems of reputation, responsibility and values encountered in business. The unit of study also considers the reasons why management risk must be examined within the perspective of each company's business challenges. The topics include personal and professional integrity; corporations and cultures; the concept of the individual responsibility; social responsibility; the meaning of work; risk management; work relationships.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Solomon, R.C. and Martin, C., 2004, Above the Bottom Line: an Introduction to Business Ethics, 3rd Edn., Wadsworth, Belmont.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 20%; Diary, 30%; Tutorial presentation and paper, 25%; Group research report, 25%.

### **BMO3319 ASIAN BUSINESS ENVIRONMENT**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** This unit of study aims to provide an introduction to the study of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia's north. These themes have become the unit of study of numerous reports by Australian government Schools, by consultants and international banks and organisations. Familiarity with the issues emerging in this literature will be valuable to graduates employed in either a business or a governmental context. The unit of study aims to add to students' ability to anticipate and adapt to changes in Australia's international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinational in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management-Confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.

**Required Reading** Corbett, D.C., Managing in Australia's Region, draft VUT, Australia.

**Recommended Reading** McIntyre, Andrew, 1994, Business and Government in Industrialising Asia, Allen and Unwin, Sydney. World Bank, The East-Asian Miracle – A World Bank Policy Research Project, Oxford University Press, New York.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business

and Law. Unit of study equal to 12 credit points.

**Assessment** Test, 20%; Assignment, 30%; Examination, 50%.

### **BMO3320 INTERPERSONAL AND ORGANISATION NEGOTIATION**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of this unit of study are to introduce the application of experiential learning to the teaching of interpersonal and organisational negotiation; to provide a theoretical framework linking communication and negotiation in groups and organisations and to develop students' skills in negotiation in these contexts. The unit of study includes the following topics: the role of a negotiator; negotiation theory, conflict and bargaining power; communication skills; preparing to negotiate; negotiating tactics; role of the third party in negotiations; negotiation skills training; critical issues in negotiation exercises and international negotiation models.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** Lewicki, R.J. (et.al), 1994, Negotiation, 2nd edn., Irwin Inc, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Seminar presentation, 20%; Group assignment, 30%; Final examination, 50%.

### **BMO3323 EMPLOYEE RELATIONS MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** Employee Relations Management the nature and meaning of Australian employee relations and an analysis of the components of the systems. Conflict the nature and function of conflict in a work situation. Parties in Employee Relations employer associations and trade unions, their history, rules and objectives, current issues and challenges. The role and functions of governments in employee relations. Dispute Settlement Techniques conciliation, arbitration and wages bargaining. An evaluation of the techniques. The changing nature of dispute settlement. Industrial Tribunals their role in the settlement of industrial conflict and history of wage determination. The structure and operation of Federal and State tribunals.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Deery, S., Plowman, D. and Walsh, J. and Brown M., 2001, Industrial Relations A Contemporary Analysis, McGraw Hill, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class role play exercise, incl. 300 word reflective piece, 15%; Tutorial workbook and class exercises, 10%; Essay (1500-2000 words), 25%; Final examination, 50%.

### **BMO3324 CONSULTING AND COUNSELLING**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO3220 Human Resource Management.

**Content** The aims of this unit of study are to enhance students' understanding of workplace interpersonal relationships and communication skills; to provide students with an understanding of the theory and practice of interviewing especially their interview types, purposes and aims; to enable a student to develop knowledge and skills with regard to the interviewing and counselling processes at the individual, group and organisational level; and to assess critically the role of consulting, interviewing and counselling activities in organisations. This unit of study includes the following topics: the importance of interviewing for human resource managers; consulting and counselling as specific forms of interviewing; interview interpersonal and assertiveness skills; intercultural communication; the counselling and consulting roles of the human resource manager; confidentiality and ethics.

**Required Reading** Book of Readings.

**Recommended Reading** Carlopio, J., Andrewartha, G. and Armstrong, H., 2005, Developing Management Skills: A Comprehensive Guide for Leaders, 3rd edn, Prentice-Hall, Sydney. Schein, E.H., 1987, Process Consultation Volume II: Lessons for Managers and Consultants, Addison-Wesley, Massachusetts. Toppin, G. & Czerniawska, F., 2005,

Business consulting: a guide to how it works and how to make it work, The Economist, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Class presentation, 20%; Journal, 20%; Video role play, 20%; Final examination, 40%.

### **BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO3476 Training and Development.

**Content** The aims of this unit of study are to enhance students' understanding of the influences that shape the strategic provision of training; to enable students to evaluate critically training systems; to develop students' abilities to match training and development techniques methods with learning styles; and to enable students to determine and evaluate the output of training and development activities so as to demonstrate their usefulness to an organisation. This unit of study includes the following topics: the strategic planning approach to training within organisations; designing training for effective learning; instructional theory and behavioural considerations; objectives in adult learning and types of learning goals; evaluation of training systems; and evaluation of the training function.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Phillips, J., 1996, Accountability in Human Resource Management, Gulf, London. Robinson, D. and Robinson, J., 1996, Performance Consulting: Moving Beyond Training, Bennett-Koehler Publishing, San Francisco.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Written report, 50%; Final examination, 50%.

### **BMO3326 PUBLIC ADMINISTRATION**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of this unit of study are to provide an introduction to public sector management and an understanding of the theory and practice of public administration in Australia and to explore the complexities facing a public sector manager. The unit of study includes the following topics: the Westminster system; Australia's three levels of government, federal, state and local government; public policy; political parties and pressure groups; framework for managing in the public sector; change, efficiency, effectiveness and accountability in the public sector within the context of contemporary issues.

**Required Reading** Summers, J., Woodward, D. & Parkin, A. [eds] 2001, Government, Politics, Power and Policy in Australia, Pearson, Australia.

**Recommended Reading** aulich, C., Halligan, J. & Nutley, S. [eds] Australian Handbook of Public Sector Management, St Leonard's, Allen & Unwin. Bridgman, P. & Davis, G., 2004, The Australian Policy handbook, 3rd edition, Allen & Unwin, Sydney. Corbett, D., 1996, Australian Public Sector Management, 2nd edition, Allen & Unwin, Sydney. Singleton, G., Aitkin, D., Jinks, B. & Warhurst, J., 2003, Australian Political Institutions, 7th edition, Pearson Education, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research assignment and presentation, 50%; Final examination, 50%.

### **BMO3327 ORGANISATION CHANGE AND DEVELOPMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of this unit of study are to develop a sound knowledge of organisations, their design and development; implementing change strategies and evaluating change. This unit of study includes the following topics: images of managing change; why organisations change; what changes in organisations; diagnosis; resistance to change; implementing change; linking vision and change; strategies and skills for communicating change and consolidating change.

**Required Reading** Dianne M. Waddell, Thomas G. Cummings, Christopher G. Worley; contributing author, Marita Naudé (2004) *Organisation development & change* South Melbourne: Thomson. Palmer, I, Dunford, R. & Akin, G. 2006 *Managing Organizational Change: A Multiple Perspectives Approach* McGraw-Hill Irwin New York.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Problem Based Project, 20%; Case Study Report, 30%; Final examination, 50%. Students are expected to complete each component of the **Assessment** to gain a pass in the unit of study.

### **BMO3328 HEALTH AND SAFETY MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The unit of study aims to develop students' understanding of the nature of health and safety at work, and management strategies to minimise injury and disease in the workplace. The role of management, government and trade unions in addressing health and safety is also critically assessed. Topics include the incidence and nature of occupational illness; interdisciplinary perspectives on occupational health and safety; theories of injury causal; occupational stress; working hours, precarious employment and emerging OHS issues; regulation and trade unions in OHS; management systems and employee empowerment; preventive strategies; workers' compensation and rehabilitation practices.

**Required Reading** Bohle, P. & Quinlan, M., 2000, *Managing Occupational Health and Safety: A Multidisciplinary Approach*, Macmillan, South Melbourne.

**Recommended Reading** Mayhew, C. and Peterson, C.L., 1999, *Occupational Health and Safety in Australia: Industry, Public Sector and Small Business*, Allen and Unwin, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case study analysis, 50%; Final examination, 50%.

### **BMO3350 ASIAN EMPLOYMENT RELATIONS**

**Campus** Footscray Park.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop student knowledge on the formation and nature of employment relations in the following Asian countries; Japan, South Korea, Hong Kong, China, Taiwan, Singapore, Philippines, Thailand, Malaysia and India. The unit of study will be introduced by a discussion of the nature of employment relations. This will be followed by the development of a theoretical framework for analysis of the formation of employment relations in the context of industrialisation. The analysis will include **Assessment** of theories purporting to explain the development of employment relations such as convergency theories, dependency theories, cultural theories and institutionalist theories. The theoretical framework will then be applied to the above mentioned countries.

**Required Reading** Deery, S., 1992, *Labour Law and Industrial Relations in Asia*, Longman Cheshire, Melbourne. Whitley, R., 1992, *Business Systems in East Asia: Firms Markets and Hierarchies*, Sage, London.

**Recommended Reading** Frenkel, S., 1993, *Organised Labour in the Asia-Pacific Region*, ILR Press, New York. Frenkel, S. and Harrod, J., 1995, *Industrialisation and Labour Relations*, Cornell University Press, New York. Verma, A., Kochan, T. and Lansbury, R., 1995, *Employment Relations in the Growing Asian Countries*, Routledge, London.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research essay (3,000 words), 50%; Final examination, 50%.

### **BMO3351 WORKPLACE INDUSTRIAL RELATIONS**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of this unit of study is for students to develop a critical understanding of the interaction between management, employees and unions at the workplace. Topics include the changing nature of employment and the implications of trends in precariousness

employment for the future of work; redefining employment relations in the knowledge economy, strategic employee relations policies and practices; the role of workplace unionism and workplace bargaining; non-union workplaces; workplace consultative processes and grievance handling; women workers and affirmative action and managing diversity.

**Required Reading** A collection of current readings will be compiled for students to purchase

**Recommended Reading** ACIRRP, 1999, *Australia at Work: Just Managing?*, Prentice Hall, Sydney.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Written assignment, 30%; Final examination, 50%; Class presentation, 20%.

### **BMO3352 INTERNATIONAL MANAGEMENT**

**Campus** Footscray Park.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aim of this unit of study is to develop an understanding of the critical factors impacting upon the management of resources in the international business environment. Topics to be covered include: understanding the international business environment: national trade and labour policies; legal and political factors in international management; role of culture in international management; social responsibility and ethical behaviour in the international context.

Managing resources in the international context: international strategic management; international strategic alliances and joint ventures; organisation design for international business. Managing human resources in the international context: managing people in the international context; the repatriation process; multinational performance management; developing international staff and managing diversity; international compensation policies; employment relations and multinationals.

**Required Reading** Mead, R., 1998, *International Management*, 2nd edn, Blackwell Business, Oxford.

**Recommended Reading** Dowling, P.J., Welch, D.E. and Schuler, R.S., 1998, *International Human Resource Management: Managing People in a Multinational Context*, 3rd edn, South-Western College Publishing, Cincinnati. Mahoney, D., Trigg, M.M., Griffin, R. and Pustay, M., 1998, *International Business: A Managerial Perspective*, Longman, Melbourne.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 20%; Final examination, 50%; Case study, 30%.

### **BMO3405 LIVE PERFORMANCE MANAGEMENT**

**Campus** Sunbury (Semester One); Footscray Park (Semester Two).

**Prerequisite(s)** Nil.

**Content** This unit of study introduces students to the organisational and management responsibilities of developing and presenting an act for small and larger scale live productions. At the completion of the unit of study students should be able to explain the processes involved in creating and building a live performance act, the technological requirements for small, medium and large scale productions, the logistical requirements for touring and key issues involved in international touring.

**Required Reading** Allen, J., O'Toole, W., McDonnell, I., Harris, R., 2005, *Festival and Special Event Management*, 3rd edition, Wiley Books, Brisbane.

**Recommended Reading** Simpson, S. and Seger, C., 1994, *Music Business: Making Music Work*, Warner Chappell, Australia. Masterton, R., 1997, *Boomerang Overview of the Australian Music Industry*, Warner Chappell.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 40%; Continuous assessment, 60%.

## **BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BCO1102 Information Systems for Business, BMO3220 Human Resource Management.

**Content** The aims of this unit of study are to study and critically evaluate the principles and methodologies involved in the management of information about human resources; and to develop the knowledge and skills to effectively use and manage human resource information systems (HRIS). The unit of study includes the following topics: information technology; human resource management information requirements; features and users of HRIS's; analysis, development, implementation and management of HRIS's; practical use of the HR module as an example of HRIS software that students are likely to encounter in a typical business organisation; and issues in the development of HRISs for strategic purposes.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Rampton, G.M., Thurnbull, I.J. and Doran, J.A., 1999, Human Resource Management Systems: A Practical Approach, 2nd edn, Carswell, Canada.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 60%; Final Examination, 40%.

## **BMO3421 MANAGING THE SERVICE ORGANISATION**

**Campus** Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The service concept; customers and relationships; supply relationships; service processes; managing service people; service quality; information technology in services; performance measurement in services; service strategy and culture.

**Required Reading** Johnston, R. and Clark, G., 2005, Service Operations Management, Prentice Hall, Essex.

**Recommended Reading** Fitzsimmons, J.A. and Fitzsimmons, M.J., 2001, Service Management Operations, Strategy and Information Technology, McGraw-Hill, New York. Rayport, J. and Jaworski, B., 2004, Best Face Forward: why companies must improve their service interfaces with customers, Harvard Business School Press, Boston. Gronroos C., 2000, Service Management and Marketing, Wiley, Chichester.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Study, 20%; Industry Report, 30%; Exam, 50%.

## **BMO3422 STRATEGIC MANAGEMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO1102 Management and Organisation Behaviour.

**Content** The aims of this unit of study are to study normative theories and models of organisation strategy, policy and decision making, to assess critically their value to an organisation and its shareholders; and to develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: the nature of strategic management; analyse the environment; planning direction; planning strategy; implementing strategy; global strategic management and future directions.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Industry analysis, 20%; Group case study, 30%; Final examination, 50%.

## **BMO3476 TRAINING AND DEVELOPMENT**

**Campus** Footscray Park, Sunbury.

**Prerequisite(s)** BMO3220 Human Resource Management.

**Content** The aims of this unit of study are to provide students with an understanding of the theory and practice of training and development; to assess critically the effectiveness of adult learning principles and training and development techniques; to enable students to develop knowledge and skills with regard to the design, management and

evaluation of training and development; and to enable students to analyse the training needs of individuals and to design an appropriate development program. This unit of study includes the following topics: the importance of training for organisational effectiveness and individual career development; training productivity and quality of worklife; training needs analysis and skills audit and job analysis; computer assisted and managed learning; selling, training and development programs within an organisation.

**Required Reading** Noe, R.A., 2005, Employee Training and Development, 3rd edition, McGraw-Hill, Sydney.

**Recommended Reading** An extensive reading list is handed to students at the beginning of the semester.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Group presentations, 20%; Syndicate group project, 30%; Final examination, 50%.

## **BMO3851 ENGINEERING MANAGEMENT 2**

**Campus** Footscray Park.

**Prerequisite(s)** ENM2852 Engineering Management 1

**Content** This unit of study aims to provide students with basic knowledge of processes of quality management systems in line with ISO9000 and processes of management in an engineering industry, principles of basic management functions, understanding of resources management, resource levelling, history of Australian industrial relations and arbitration system role of unions and employers, and practical requirements of running a small engineering company.

**Required Reading** Current Available Textbook – To be advised

**Recommended Reading** Teicher, J. & Holland, P. & Gough, R., 2002, Employee Relations Management: Australia in Globalizing World, Prentice Hall. Deery, S., Plowman, D., Welsh, J. & Brown, M., 2000, 5th edn, Australian Industrial Relations, Harcourt Press. Giltow, H. et al., 1989, Tools and Methods for Quality Improvement, Irwin. Imai, M. Kaizen, 1986, The Key to Japan's Competitive Success, McGraw-Hill

**Class Contact** Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials/computer sessions. Unit of study equal to 12 credit points.

**Assessment** Class tests and assignments, 40%; End of semester examination, 60%.

## **BMO4400 HONOURS RESEARCH (FULL TIME)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BMO4430 Research Methods.

**Content** Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Seminar presentation, 15%; Written thesis, 85%.

## **BMO4401 HONOURS RESEARCH THESIS (PART-TIME)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BMO4430 Research Methods.

**Content** Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Written thesis, 85%; Seminar presentation, 15%.

**BMO4420 ORGANISATION BEHAVIOUR AND ANALYSIS****Campus** Footscray Park, City Flinders.**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to focus directly on both management and leadership while providing a clear synthesis and integration of current thought on organisation theory; to develop students' investigative and interpretative skills as they relate to the analysis of organisations; and to further develop the managerial skills and competencies. The unit of study considers the following themes: overview of organisational analysis and managerial effectiveness; criteria used for effective diagnosis of organisations; impact between organisations and organisational behaviour. The seminar program will also elaborate selected themes in manufacturing management, administrative management, public sector management and human resource management with students reviewing current literature and developing critical appraisals..

**Required Reading** To be advised by lecturer.

**Recommended Reading** Bolman, Lee G. and Deal, Terrence E., 1991, Reframing Organisations, Jossey-Bass, San Francisco. Morgan, G., 1997, Images of Organisations, 2nd edn, Sage Publications, Newbury Park. Tsoukas, H., 1994, New Thinking in Organisational Behaviour, Butterworth Heinemann, Oxford.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research project and presentation, 50%; Literature review and report, 25%; Case study, 25%.

**BMO4422 INNOVATION AND ENTREPRENEURSHIP****Campus** Footscray Park, Sunbury.**Prerequisite(s)** Nil.

**Content** It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply its knowledge effectively. The aims of this unit of study are: to provide an in-School study of the concepts of innovation, entrepreneurship and entrepreneurship and an appreciation of the environment in which they are practiced and to study and appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition; the innovation, entrepreneurial and entrepreneurial process; new venture ideas; market opportunities; competitive advantage; human resource issues; personal ethics; identifying and marshalling key stakeholders; financial considerations: acquisition of resources, and ownership and structure; innovators in action: managing rapid growth, managing a troubled organisation, and crafting a personal strategy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Carnegie, R. et.al, 1993, Managing the Innovative Enterprise: Australian Companies Competing With the World's Best, Business Council of Australia, Melbourne. Timmons, J.A., 1994, New Venture Creation: Entrepreneurship for the 21st Century, 4th edn, Irwin, Boston.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Individual assignment, 20%; Sighted Examination, 30%; Business plan and presentation, 50%.

**BMO4423 STRATEGIC ANALYSIS****Campus** Footscray Park, City Flinders.**Prerequisite(s)** Nil.

**Content** All managers are involved in the strategic management process. It is therefore important that their knowledge and skills in this area be developed. The objective is to highlight and explore the principal elements in the external and internal environments impacting on organisations and to apply strategic analysis, knowledge and skills. This unit of study is designed to develop each participant's knowledge, skills and competencies in identifying organisational strengths, weaknesses, opportunities and threats in the national and international context. This unit of study includes the following topics: the strategic management process; environmental analyses; recognising and analysing trends; formulation of strategy; strategic choice; implementation and evaluation; and contingency planning.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case study, 20%; Strategic plan and presentation, 50%; Literature review and report, 30%.

**BMO4430 RESEARCH METHODS****Campus** Footscray Park, City Flinders.**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to: introduce students to the processes and principles used in planning, conducting, reviewing and reporting the results of research; enhance students' knowledge, skills and competencies in conducting research; and provide guidance in completing a thesis. This unit of study includes the following topics: the process and principles involved in planning and executing a research project; research ethics; conceptualisation of a research problem and its contextualisation within a body of theory, operationalisation of concepts to test theoretical conceptualisation; the development and selection of appropriate measurement instruments for data collection and analysis of data; report and thesis writing; and dissemination of findings.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Babbie, E., 1992, The Practice of Social Research, 6th edn, Wadsworth, Belmont. Sekaran, U., 1992, Research Methods for Business: A Skills Building Approach, 2nd edn, Wiley, New York.

**Class Contact** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Literature search and review, 30%; Final research proposal, 50%; Presentation of research proposal, 20%.

**BMO5401 SPECIAL EVENT MANAGEMENT****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an understanding of generic management knowledge, competencies and skills required to administer artistic, sporting, cultural, promotional, special interest, industry, educative and entertainment events. It also assists students to gain and use specific competencies, skills and techniques, which ensure the achievement of successful events. The unit of study Content includes types and significance of special events; trends regarding events – local, national and international; procedures and issues in event management; attributes of event managers; the challenges and risks of managing a large scale event; human resource issues in running events; win/win negotiation and compromise, lobbying and motivating key people; team formation and staff motivation; venue management; contingency and crisis management; planning for security and emergencies; social and environmental impacts of events.

**Required Reading** Special Event Management Workbook (Normally available from the bookshop)

**Recommended Reading** Catherwood, D.W and Van Kirk, R. L., 1992, The Complete Guide to Special Event Management, John Wiley, New York. Getz, D., 1991, Festivals, Special Events and Tourism, Van Nostrand Reinhold, New York. Hall, C., 1992, Hallmark Tourist Events: Management and Planning, Bellhaven Press, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Launch Presentation, 20%; Report: Review of a Special Event, 20%; Field Research Essay, 25%; Product Launch Report, 25%; Submission of Review Questions, 10%.

**BMO5504 EMPLOYEE RELATIONS STRATEGY (SERVICE UNIT OF STUDY)****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study aim is for students to develop understanding of the issues involved in managing employee relations in the recreation industry. Topics covered include: occupational health and safety; affirmative action policies; the interaction of unions and management at the workplace; implementing change in the workplace and conflict resolution; and enterprise bargaining in union and non-union firms.

**Required Reading** Alexander, R. and Lewer, J., 1996, Understanding Australian Industrial Relations, 5th edn, Harcourt Brace, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Research Report, 50%.

### **BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit studies the development of the use of contracting and outsourcing in the public sector, assesses the various models of contracting and 'private public partnerships' that are in use, and discusses the advantages and disadvantages of each model in terms of public accountability and governance. Case studies are used to examine and develop understanding of the range of strategic management, implementation, and public accountability issues that are involved in tendering and contracting, and how these issues may be best managed. The subject examines the legal and other risks associated with contracting and procurement. Procurement investigation followed by supplier choice, review and evaluation.

**Required Reading** Domberger, S., 1998, The contracting organization: a strategic guide to outsourcing, Oxford University Press, Oxford [England]; New York. Langfield-Smith, K., Smith, D., Stringer, C., 2000, Managing the outsourcing relationship, UNSW Press, Sydney.

**Recommended Reading** Audit Review of Government Contracts, 2000, Contracting, privatisation, probity and disclosure in Victoria 1992-1999: an independent report to Government, State Government of Victoria, Melbourne. Australian National Audit Office, 2001, Agencies' oversight of Works Australia client advances, The Auditor-General, Canberra, ANAO. R. R. Officer and J. Quiggin, 1999, Privatisation: efficiency or fallacy?: two perspectives, Committee for Economic Development of Australia, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Case studies, 50%.

### **BMO5520 ORGANISATION ANALYSIS AND BEHAVIOUR**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to focus directly on both management and leadership while providing a clear synthesis and integration of current thought on major organisation theory; to develop students' investigative and interpretative skills as they relate to the analysis of organisations; and to further develop their managerial skills and competencies. The unit of study includes the following themes: overview of organisation analysis and managerial effectiveness; criteria for effective approaches to diagnosis and action in organisations; focus on the impact between organisations and organisation behaviour; develop interpersonal skills which would facilitate organisation growth and secure a more motivated and committed work force; identify how leaders can expand their options to enhance their effectiveness; distinguish between constructive and destructive political dynamics; and the design, implement action and evaluation of organisation change.

**Required Reading** Bolman, Lee & Deal, Terrence, 2003, Reframing Organisations, 3rd edn, Jossey-Bass, San Francisco. Students are required to purchase 'Learning Materials' from the University Bookshop.

**Recommended Reading** Palmer, I. & Hardy, C., 2000, Thinking about Management, Sage Publications, London. Morgan, Gareth, 2006, Images of Organisations, 3rd Edition, Sage Publications, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Case Study, 50%.

### **BMO5522 HUMAN RESOURCES AND EMPLOYEE RELATIONS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide managers with knowledge of key human resource and employee relations issues, and examines the strategic function of Human Resource Management in organisational effectiveness. This unit of study includes the following topics: the development of human resource management; taking a strategically proactive approach to HRM; workforce planning and staffing; performance review and development within performance management systems; rewards management; workplace relations; developing a healthy and safe work environment, and international human resource management.

**Required Reading** Book of Readings.

**Recommended Reading** Dessler, G., Griffiths, J. and Lloyd-Walker, B., 2004, Human Resource Management, (or latest edition), Prentice Hall, Frenchs Forest.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 50%; Assignments, 50%.

### **BMO5531 IR/HRM POLICY AND PRACTICE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of the unit of study are to: identify key issues and problems of contemporary importance in the field of human resources; analyse the issues and problems identified; seek and evaluate solutions to those problems. Topics include: work organisation; productivity and wages determination; the conduct of skills audits; coping with change in the workplace; work and job analysis and design; organisational communication; organisational climate and culture; corporate strategy and employee development; career planning; employee attitude surveys; human resources policy development and implementation.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Deery, S., Plowman, D., and Walsh, J., 1997, Industrial Relations: A Contemporary Analysis, McGraw Hill, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Studies, 50%; Report, 25%; Essay, 25%.

### **BMO5533 ORGANISATION CONSULTING AND COUNSELLING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to give students an understanding of how effective interpersonal relationships improve organisational effectiveness, and to give students an understanding of the theory and practice of interviewing, especially their types, purposes and aims. This unit of study includes the following topics: effective organisations, their interpersonal climate and the role of the training and development manager in internal organisational image building; interviewing as a way of bringing about micro-level organisational change; consulting and counselling as specific forms of interviewing; interviews-types, purposes and aims; advanced conflict and negotiation skills; the supportive counselling role of the training and development manager; the role of the consultant within different organisational cultures; and confidentiality and ethics.

**Required Reading** Schein, E.H., 1987, Process Consultation Volume II: Lessons for Managers and Consultants, Addison-Wesley, Massachusetts.

**Recommended Reading** Carlopio, J., Andrewartha, G. and Armstrong, H., 2005, Developing Management Skills: A Comprehensive Guide for Leaders, 3rd edn, Prentice-Hall, Sydney. Schein, E.H., 1999, Process Consultation Revisited: Building the Helping Relationship, Addison-Wesley, Massachusetts.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignment, 50%; Case Studies, 50%.

**BMO5534 HUMAN RESOURCE DEVELOPMENT AND EVALUATION****Campus** City Flinders**Prerequisite(s)** BMO5520 Organisation Analysis and Behaviour.

**Content** This unit of study aims to develop students' ability to critically evaluate HRD systems for effectiveness and efficiency, and to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.

**Required Reading** Kirkpatrick, D., 1996, Evaluating Training Programs: The Four Levels, Bennett-Kohler, San Francisco. Campbell, Gordon, 1993, The Little Black Book, Victoria University of Technology, Melbourne.

**Recommended Reading** Brinkerhoff, R.O., 1987, Achieving Results from Training, Jossey-Bass, New York. Phillips, J.J., 1996, Accountability In Human Resource Management, Gulf Publishing, Texas.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Individual presentation, 15%; Group assignment (3000 words), 40%; Individual assignment (2500 words), 45%.

**BMO5535 INTERNATIONAL EMPLOYEE RELATIONS****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study is designed to develop an understanding of factors influencing the management of employee relations and human resource management in the global economy. Students will be made aware of contemporary international theoretical and practical developments in the management of human resources. Topics include global-local strategic decision-making; convergence theories and the influence of multinational corporations on foreign employment practices; cultural considerations and managing cultural diversity; managing expatriate relations; the interrelationship between international agreements/labour standards and employment policies and practices; and emerging issues and trends in the internationalisation of human resource management.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Felstead, A. and Jewson, N., 1999, Global Trends in Flexible Labour, Macmillan, London. Katz, H.C. and Darbishire, O., 2000, Converging Divergences: Worldwide Changes in Employment Systems, Cornell, Ithaca. Rowley, C. and Benson, J., 2000, Globalisation and Labour in the Asian Pacific Region, Frank Cass Press, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Essay, 30%; Test, 40%; Class Study, 30%.

**BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an opportunity to study in depth, issues of contemporary importance in industrial relations. On completion of the unit of study, students should be able to critically examine issues and identify their impact on industrial relations and examine the change process as well as understanding the options for dealing with change. It will include topics such as new technology, industrial democracy, women and the labour market, occupational health and safety, and contemporary reforms to organisations.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Kitay, J. and Lansbury, R., 1997, Changing Employment Relations in Australia, Oxford University Press, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Essay, 50%; Two Class Papers, 50%.

**BMO5538 PROFESSIONAL ADVOCACY****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with an opportunity of applying theory and techniques of professional advocacy to the resolution of industrial relations problems. Students will be given the opportunity to demonstrate and develop awareness about the environmental constraints in which industrial relations processes take place, as well as the skills in professional advocacy required for the processes to be effective.

**Learning Outcomes** On completion of the subject students will have developed the knowledge and ability in professional advocacy to apply theory to practice in industrial relations processes.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** A program of continuous Assessment based on the preparation and presentation of case studies, 50%; Participation in and evaluation of experiential learning exercises, 50%.

**BMO5544 INDUSTRIAL RELATIONS****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to provide students with an understanding of the nature of industrial relations in Australia and the interface between industrial relations institutions, workplaces and employment outcomes. Topics include exploring the causes and management of industrial conflict; employment regulation in Australia, management employee relations strategies; the role of unions and governments; industrial tribunals; and enterprise bargaining.

**Required Reading** Teicher, J., Holland, P. and Gough, R., 2006, Employee Relations Management: Australia in a Global Context, Pearson Education, NSW. Teicher, J., Lambert, R. and O'Rourke, 2006, WorkChoices: the New Industrial Relations Agenda, Pearson Education, NSW.

**Recommended Reading** Bray, M., Deery, S., Walsh, J. and Waring, P., 2005, Industrial Relations: A Contemporary Approach, McGraw-Hill Irwin, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Seminar Paper, 40%; Industrial Report, 20%; Research Paper, 40%.

**BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop students' understanding of the important role of employee development initiatives in bringing about change in organisations. The following topics are covered: The role of employee development in organisations past and present; analysing employee development needs and writing program and learning objectives; critical analysis of needs analysis methods; selecting appropriate employee development methods; understanding the links between employee development and organisational development; employee learning and organisational learning, and employee development and organisational change.

**Required Reading** Book of Readings.

**Recommended Reading** Camp, R., Blanchard, P.N. and Hoshczco, G., 1986, Toward a More Organisational Effective Training Strategy and Practice, Prentice-Hall, Sydney. Goldstein, 1993, Training in Organisations, 3rd edn, Brooks/Cole Publishing Co. Harris, D.M. and DeSimone, R.L., 1994, Human Resource Development, Dryden Press, Fort Worth.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Case Studies, 50%.



## **BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide an understanding of the nature of contemporary employment systems in industrialised countries; develop an understanding of the ways in which the redefinition of the firm in the knowledge economy is effecting employment relationships; explore the major changes occurring in employment systems, and develop an understanding of the implications of these changes for the management of employees. The following topics include: contrasting major differences in employment systems in OECD countries and differing policy responses; situating Australian employment systems within the broader framework of OECD countries; understanding major forces for change in employment systems; growth of the knowledge economy and redefinition of the firm; skill formation in the knowledge economy; development and implications of precarious employment; developments and implications of the growth in outsourcing and self-employment; trends in organisational and job insecurity; impact of differing levels of collectivism; managing a diverse workforce; development and impact of growing wage inequalities; policy and practice implications of these changes.

**Required Reading** Watson, I., Buchanan, J. and Campbell, I. and Briggs, C., 2003, *Fragmented Futures: New Challenges in Working Life*, Federation Press, Sydney.

**Recommended Reading** Rubery, J. and Grimshaw, D., 2003, *The Organization of Employment, An International Perspective*, Palgrave Macmillan, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 30%; Research paper, 30%; Test, 40%.

## **BMO5551 REMUNERATION AND PERFORMANCE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide students with knowledge of key trends and issues in remuneration and performance management; to explore the strategic importance of rewards in managing human resources and in ensuring organisational effectiveness, and to develop skills in planning, communicating and implementing organisation-wide remuneration systems. The unit of study will include the following topics: the strategic importance of organisational remuneration planning; establishing core principles of an organisation's pay system; designing and managing pay systems; rewards, performance and productivity; rewarding employees for organisational performance; determining base pay; creative remuneration packaging; remuneration for international staff; strategic pay systems and public policy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Henderson, R.I., 2000, *Compensation Management in a Knowledge-Based World*, 8th edn, Prentice-Hall, New Jersey. O'Neill, G.L. and Kramar, R., 1999, *Australian human resources management: Current trends in management practice*, Business and Professional Publishing, Chatswood, NSW. Smith, B. and Koken, E., 2000, *Tax and remuneration planning*, 3rd edn, Thomson Legal and Regulatory Group Asia Pacific Ltd, Pyrmont, NSW.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Learning Review report, 25%; Group presentation, 25%; Remuneration plan, 50%.

## **BMO5564 HUMAN RESOURCE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide the opportunity for students to develop the capacity to apply theoretical and conceptual knowledge to solving everyday human resource management related issues and problems in the workplace. First, the unit of study will consider the broad major current themes and debates in the field. Second, student will be given the opportunity to develop their understanding of concepts and theories which underpin HRM. Third, students will be exposed to discussion on the practical techniques used in relations to HRM in organizations. It will include topics such as managing the human

resource environment, human resource management systems, developing people, rewarding people and directions for human resource management.

**Required Reading** De Cieri, H. and Kramer, R., 2005, *Human Resource Management in Australia 2E: Strategy People Performance*, McGraw-Hill, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Review Report, 40%; Presentation, 10%; Case Studies/Research Paper, 50%.

## **BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to investigate factors associated with the analysis, design and implementation of Human Resource Information Systems (HRIS's). The unit of study covers issues in needs analysis, user requirements, system selection and practical use of HRIS software that students are likely to encounter in a typical business organisation. It also includes a study of the change management issues associated with HRIS implementation and the development of HRIS's for strategic purposes.

**Required Reading** Book of Readings.

**Recommended Reading** Fitz-enz, J., 2002, *How to Measure Human Resources Management*, 3rd ed., McGraw-Hill, New York. Gueutal, H.G. & Stone, D.L., (eds.) 2005, *The Brave New World of eHR: Human Resources Management in the Digital Age*, Jossey-Bass, San Francisco. Reilly, P. & Williams, T., 2003, *How to Get Best Value from HR: The Shared Services Option*, Gower, Aldershot, UK. Walker, A.J. (ed), 2001, *Web-based Human Resources: The Technologies and Trends that are transforming HR*, McGraw-Hill, New York.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Case studies, 50%.

## **BMO5566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to provide an understanding of factors contributing to occupational health and safety outcomes; provide an understanding of principles underpinning contemporary regulation of occupational health and safety and explore contemporary approaches to the management of occupational health and safety. The topics include: interdisciplinary perspectives on occupational health and safety; explaining occupational injury and disease; common workplace hazards; the regulation of OHS; contemporary workforce issues and OHS; worker involvement in OHS; OHS management systems: effectiveness and constraints; role of senior management commitment in effective OHS management.

**Required Reading** Quinlan, M. & Bohle, P., 2000, *Managing Occupational Health and Safety: A Multidisciplinary Approach*, 2nd edn, Macmillan, Melbourne.

**Recommended Reading** Mayhew, C. and Peterson, C.L., 1999, *Occupational Health and Safety in Australia: Industry, Public Sector and Small Business*, Allen and Unwin, Sydney. Selected readings posted on unit of study website.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Hazard/Industry summary, 20%; Short essay, 30%; Case Study/Research project, 50%.

## **BMO5567 MANAGING WORKPLACE CONFLICT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an understanding of the nature of workplace conflict; explore the processes for the resolution of conflict at workplace level; and develop knowledge and skills necessary for the effective processing of conflict.



**Required Reading** Van Gramberg, B., 2006, Managing Workplace Conflict, Federation Press, Sydney.

**Recommended Reading** A manuscript of readings prepared for the unit of study and available for purchase through the University Bookshop.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 40%; Report, 30%; Reflective journal, 30%.

### **BMO5568 TEAMWORKING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students completing this unit of study will develop skills, knowledge and competence in the implementation, management and leadership of teams. The topics include: the history of team working, individual team skills and models; typical team applications; creating enabling environments for teams; deciding when teams are, or are not, appropriate; team performance measures and rewards for teams; dysfunctional impacts of teams and teams as surveillance mechanisms; teams as part of high performance work systems; teams in cross cultural contexts and global organisations; interorganisational and virtual teams.

**Required Reading** Case studies and Readings: BMO5568 Teamworking.

**Recommended Reading** Belbin, M., 1996, Team Roles at Work, Butterworth Heineman, Oxford.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Case Studies, 50%.

### **BMO5570 PURCHASING, SUPPLIER CHOICE AND EVALUATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Investigation and specification of the requirement for products, services and contracts. – Design of strategic purchasing initiatives to provide broad ranging contracts and suppliers of goods and services for extended periods. – Procurement investigation followed by supplier choice, review and evaluation or in-house supply. – Direction and management of projects ranging from short term, low cost to major infrastructure or human service contracts.

**Required Reading** Leenders, M.R. et al., 2002, Purchasing and Supply Management, McGraw-Hill, Boston.

**Recommended Reading** Erridge, A., 1995, Managing Purchasing: Sourcing and Contracting, Butterworth-Heinemann.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 60%; Case studies, 40%.

### **BMO5572 STRATEGIC HUMAN RESOURCE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study critically examines the extent to which human resource management is strategic to organisational success. Alternative models of business strategy and the integration of human resource management are considered. The changing external environment of globalisation and competition and resultant restructuring of industries, labour markets and organisations is analysed in order that the factors influencing managerial choice and employee choice in relation to the different strategies can be assessed. This unit of study will focus on the relationship between strategy and human resource management and in this broader view of human resource management it is concerned with the work systems and models of employment.

**Required Reading** Boxall, P. & Purcell, J., 2003, Strategy and Human Resource Management, London Palgrave Macmillan.

**Recommended Reading** Baron, J.N. & Kreps, D.M., 1999, Strategic Human Resources, New York, Wiley. Burke, R.J. & Cooper, G.L., 2005, Reinventing Human Resources Management: Challenges and New Directions, Routledge, New York. Danforth, A., Richardson, M. & Upchurch, M., 2003, New Unions, New Workplaces: Strategies for

Union Revival, Routledge, London. De Cieri, H. & Kramer, R., 2003, Human Resource Management in Australia: Strategy People Performance, McGraw-Hill, Australia. McCourt, W. & Eldridge, D., 2004, Global Human Resource Management: Managing People in Developing and Transitional Countries, Edward Elgar, Cheltenham, UK. Nankervis, A., Compton, B. & Baird, M., 2005, Human Resource Management: Strategies and Processes Thomson Learning, Southbank, Victoria.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Major research assignment and presentation, 60%; Test, 40%.

### **BMO5573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop students' ability to critically evaluate HRD systems for effectiveness and efficiency, and to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.

**Required Reading** Kirkpatrick, D., 1996, Evaluating Training Programs: The Four Levels, Bennett-Kohler, San Francisco. Campbell, I. Gordon, 1993, The Little Black Book, Victoria University, Melbourne.

**Recommended Reading** Brinkerhoff, R.O., 1987, Achieving Results from Training, Jossey-Bass, New York. Phillips, J.J., 1996, Accountability In Human Resource Management, Gulf Publishing, Texas.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Individual Presentation, 15%; Group assignment (3000 words), 40%; Individual Assignment (2500 words), 45%.

### **BMO5574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT**

**Campus** City Flinders, SIC-Singapore, Jiaotong-China.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to study the concept of supply chain management in the sourcing, provision and delivery of goods and services. Practical application of this concept encompassing physical movement and storage, information systems support and relationships between partners in the supply chain. Supply chains as integration of strategies and operations to achieve end customer requirements. This integration to span materials management, manufacturing support and physical distribution, and equivalent service steps, along the supply chain. Major logistics functions including order processing, inventory management, distribution centres, transport and customer service. Simple extension into international supply networks. Strategic planning of the whole supply chain for a product or service group including performance measurement, order-winning criteria and required policy actions. Unit of study delivery includes a site visit to view a distribution centre.

**Required Reading** Sadler, I., 2007, Logistics and Supply Chain Integration, Sage, London.

**Recommended Reading** Taylor, D., 1997, Global Cases in Logistics and Supply Chain Management, International Thomson Business Press.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research and Application Report, 40%; Major Logistic Project, 60%.

### **BMO5575 PLANNING AND CONTROL THROUGH ERP SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** To study the manufacturing planning and control (MPC) of manufacturing businesses and their supply chains using Enterprise Resource Planning (ERP) Systems. MPC enables the satisfaction of customer orders through demand management, production scheduling, materials requirements planning, capacity planning, the purchase of materials, manufacture, storage and distribution. Enterprise Resource Planning (ERP) Systems are used to integrate enterprise-wide information into a database and make that information available to managers. This unit of study uses an actual ERP system (SAP R/3) to exemplify the practical application of such systems. The unit of study will have a production planning focus and examine complete processes such as order processing and production scheduling. To understand how business processes can use the Internet, area networks and other communications methods to plan and enable the manufacture and supply of products and services to customers. Unit of study delivery includes a site visit to view a real MPC system.

**Required Reading** Vollmann, T.E, Berry, W.L. and Whybark, D.C., 2004, Manufacturing Planning and Control Systems, 5th edn, Irwin/McGraw-Hill.

**Recommended Reading** Slack, N., Johnson, R. and Chambers, S., 2004, Operations Management, 4th edn, Prentice Hall, Harlow, UK. Welti, N., 1999, Successful SAP R/3 Implementation, Addison-Wesley.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research and Application reports, 60%; Seminar, 20%; Computer Assignment, 20%.

### **BMO5576 OPERATIONS AND LOGISTICS STRATEGY**

**Campus** City Flinders.

**Prerequisite(s)** At least one prior Operations or Supply Chain unit of study such as BMO5574 Supply chain and Logistics Management.

**Content** Operations and Supply Chain functional strategies are important to all manufacturing and service organisations. They are also a critical component of business strategy for the focal firm and its supply chain partners to provide goods and services to customers. Hence this unit of study enables students to understand the **Content** and formation of operations and logistics functional strategies with applications to manufacturing and service organisations and their supply chains. Students construct a plan for design and implementation of the sourcing, manufacture and distribution of products and services which integrate the aspects of product and process definition, operations strategy, planning and control, the level of factory/ process automation and the inclusion of employees as drivers of the system. The unit of study includes operations strategy content, product/process profiles, service delivery, supply chain strategy and strategic planning process. Unit of study delivery includes a guest lecturer or a site visit.

**Required Reading** Hill, T., 2000, Manufacturing Strategy: Text and Cases, 2nd edn, Palgrave.

**Recommended Reading** Frazelle, E.H., 2004, Supply Chain Strategy, Tata McGraw-Hill, New Delhi. Hill, T., 2000, Operations Management: Strategic context and managerial analysis, Macmillan, Basingstoke, UK.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research topic report, 30%; Operations and Logistics project, 70%.

### **BMO5577 COMPETITIVE INNOVATION MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: Radical/competitive innovation, key sources of radical/competitive innovation; major tools and frameworks used in

industry, within Australia and internationally, to identify opportunities for radical/competitive innovation; developing and retaining a radical innovation capability; planning for and implementing a program to achieve radical/competitive innovation; major barriers to radical/competitive innovation and some ways these barriers can be overcome.

**Required Reading** Christiansen, J.A., 2000, Competitive Innovation Management, Macmillan, London.

**Recommended Reading** Hamel, G., 2000, Leading the Revolution, Harvard Business School, Boston. Schrage, M., 2000, Serious Play: How the Best Companies Simulate to Innovate, Harvard Business School, Boston.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 70%; Case Studies, 30%.

### **BMO5589 INDUSTRIAL RELATIONS AND THE BUILDING INDUSTRY (SERVICE UNIT OF STUDY)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** An introduction to industrial relations and a study of policy questions and techniques associated with the practice of industrial relations, specifically in the building industry. Topics covered include the industrial relations framework, the parties to industrial relations, negotiation principles, conflict resolution, industrial awards, legal aspects of employment and contemporary industrial relations issues.

**Required Reading** Alexander, R. and Lewer, J., 2006, Understanding Australian Industrial Relations, 6th edition, Thomson, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 30%; Class Assignment and Test, 70%.

### **BMO5590 MANAGEMENT IN THE ASIA-PACIFIC REGION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study provides an analysis of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia's North. These themes have become the unit of study of numerous reports by Australian government Schools, by consultants and international bans and organisations. Familiarity with the issues emerging in this literature will be valuable to MBAs employed in either a business or a governmental context. The unit of study aims to add to students' ability to anticipate and adapt to changes in Australia's international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinationals in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management – Confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.

**Required Reading** Corbett, D.C., Managing in Australia's Region, Draft VUT.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Literature review and report, 20%; Syndicate project, 30%; Final examination, 50%.

### **BMO5601 OPERATIONS AND SERVICE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to provide students with the concepts and practical elements of a business production system which makes and distributes goods and services to customers. Students will gain an understanding of the concept of service design; understanding

of various manufacturing and supply chain policies; design transformation processes; investigate and analyse practical manufacturing and service management situations, and better understand service management as the conversion of resources, human effort and goods to achieve profitable and quality outcomes. Unit of study delivery includes a site visit to view a manufacturing or service facility.

**Required Reading** Hill, T., 2005, *Operations Management*, 2nd Edn., Palgrave Macmillan, Basingstoke, UK.

**Recommended Reading** Slack, N., Chambers, S. and Johnson R., 2004, *Operations Management*, 4th Edition, Prentice Hall, Harlow, UK. Johnston, R. and Clark, G., 2005, *Service Operations Management*, 2nd edn., Pearson Education, Harlow, UK.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Operations Assignment, 40%; Operations Case study, 10%; Sighted Examination, 50%.

## **BMO5602 BUSINESS PROJECT MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop the technical, organisational and personal skills needed to manage complex projects in unstable, changeable environments. The emphasis is on achieving objectives while coping with the unexpected. Students will gain an understanding of how project management tools enable successful project teams to unlock group creativity and productivity by knowing how to set goals; plan and monitor progress toward these goals; sustain high performance; negotiate up, down and across their organisations; put together a compelling project presentations; manage risks; create change; and finally, share authority and leadership. Topics include: integration of project management with organisational strategy, project management structures, leadership and team selection and building, project negotiation and conflict management, project initiation, project management tools and techniques, resource scheduling and risk assessment, progress and performance measurement, and evaluation, project audit and closure.

**Required Reading** Gido, J. & Clements, J. P., 2006, *Successful Project Management*, 3rd ed., Thomson South-Western.

**Recommended Reading** Meredith, J. R. and Mantel, S. J. Jr, 2003, *Project Management – A Managerial Approach*, 5th Edition, Wiley NY, USA.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered using problem based learning methods, supported by a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay (2000 words), 20%; Group presentation report (1500 words), 30%; Case study (2500 words), 50%.

## **BMO5650 MANAGING ORGANISATION KNOWLEDGE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to develop understanding and knowledge of the concepts of the knowledge era and of supporting technologies for knowledge creation and sharing. On completion of this subject students should be able to demonstrate an understanding of the knowledge era – concepts and competencies. Topics covered include the knowledge era; an understanding of the terms used in discussions of knowledge – information, data, tacit and explicit knowledge; the nature of knowledge; the role of knowledge; an understanding of the theory and practice of knowledge management; knowledge sharing, intellectual capital and collaborative intelligence; knowledge management strategies; knowledge measurement and evaluation; an understanding of the need to leverage knowledge and identifying organizational value for business success and the links between knowledge, learning and organizational change.

**Required Reading** Davenport, T.H. and Prusak, L., 2000, *Working Knowledge: How Organisations Manage What They Know*, McGraw Hill, New York.

**Recommended Reading** Prusak, L., 1997, *Knowledge in Organizations*, Butterworth-Heinemann, Newton, MA. Allee, V., 1997, *The Knowledge Evolution, Expanding Organizational Intelligence*, Butterworth-Heinemann, Boston. Nonaka, I. and Nishiguchi, T. (Eds), 2001, *Knowledge Emergence, Social, Technical and Evolutionary*

*Dimensions of Knowledge Creation*, Oxford University Press, Oxford. Prusak, L., 1997, *Knowledge in Organizations*, Butterworth-Heinemann, Boston. Senge, P. M., 1992, *The Fifth Discipline*, Random House, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop. Unit of study equal to 12 credit points.

**Assessment** Research Assignment (Individual), 20%; Assignment Reflective and CoPs Mapping (Individual), 20%; Research Assignment (Group), 60%.

## **BMO6506 WORK AND ORGANISATION SYSTEMS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study examines the major issues that managers need to understand and respond to in the context of significant changes in the world economy. These developments necessitate a rethinking of management, and they pose major challenges to conventional ideas of management. Such issues are considered in terms of the interaction between people and the organisational context within which they work. The unit of study emphasizes two approaches. First, to gain knowledge and understanding of management and what it is and, in the process, learn how to be a more effective manager. Fundamental concepts about organisations, individuals and groups in relation to management are themes included. Second, because reflective practice is at the heart of critical thinking, students will be asked to take a critical approach to their own practice, and the context in which they work.

**Required Reading** Bolman, Lee & Deal, Terrence, 2003, *Reframing Organisations*, 3rd edn, Jossey-Bass, San Francisco. Students are required to purchase 'Learning Materials' from the University Bookshop.

**Recommended Reading** Palmer, I. & Hardy, C., 2000, *Thinking about Management*, Sage Publications, London. Morgan, Gareth, 2006, *Images of Organisations*, 3rd Edition, Sage Publications, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Examination, 50%.

## **BMO6507 EMPLOYEE RELATIONS STRATEGIES**

**Campus** City Flinders, Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to explore the significance of employee relations and human resource factors in business strategy and planning. Topics include the wider environment and patterns of employee relations in Western and Asian countries, the impact of new production systems on employee relations, the integration of business strategy and employee relations, business strategy and management in payment and reward systems, differing corporate strategies to the development of employee skills and participation, the role of employee relations strategies in the process of organisational change, the development of enterprise bargaining and union restructure, the function of internal labour markets and their relationship with payment systems and skill formation, occupational health and safety and workplace reform and negotiation skills.

**Required Reading** Boxall, P. and Purcell, J., 2003, *Strategy and Human Resource Management*, Palgrave Macmillan, London. Case Studies and Readings, BMO 6507, *Employee Relations Strategies*.

**Recommended Reading** Legge, K., 2005, *Human Resource Management: Rhetorics and Realities*, Palgrave Macmillan, New York.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Essay, 50%; Examination, 50%.

## **BMO6508 OPERATIONS MANAGEMENT**

**Campus** City Flinders, Jiaotong-China, AHC-Bangladesh, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** The unit of study prepares students to manage manufacturing and service areas which they will encounter in their careers. Operations management is a blend of the concepts required to understand and control each function and of the analysis required to plan and measure production achievements. Factory visits and inputs from class members will constitute part of this unit of study.

**Required Reading** Slack, N. et al, 2004, Operations Management, 4th edition, Prentice Hall, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation, 15%; Major assignment, 35%; Examination, 50%.

## **BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims are to develop the knowledge, personal skills and competencies to effectively lead their organisations; manage the roles and responsibilities of members of the Boards and or as senior executives of government or private sector organisations; and make corporate decisions based on ethical principles and social responsibility.

**Required Reading** Kotter, J., 1988, The leadership Factor, Free Press, New York. Baxt, R., 1997, Duties and Responsibilities of Directors and Officers, Aust Institute of Company Directors, Sydney.

**Recommended Reading** Hilmer, F.G. and Donaldson, L., 1996, Management Redeemed: Debunking the fads that Undermine our Corporations, The Free Press, New York. Campbell, C. and Halligan, J., 1992, Political Leadership in an Age of Constraint: The Australian Experience, Allen and Unwin, Sydney. Horne, D., 1992, The Trouble with Economic Rationalism, Scribe Publications, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 15%; Assignment, 35%; Case Study and Presentation, 50%.

## **BMO6510 GOVERNMENT AND BUSINESS RELATIONS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to provide students with an understanding of the theory and practice of government and business relations in Australia and overseas and to develop students' investigative, analytical and interpretative skills and competencies with regard to the study of government and business relations. On completion of the unit of study students should be able to describe the major functional domains of government in Australia and the role of governments in countries with whom we trade; understand the approaches available to business leaders, organisations and governments to influence or to direct public policy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Continuous Assessment and case studies, 60%; Examination, 40%.

## **BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY**

**Campus** City Flinders, Jiaotong-China, AHC-Bangladesh, Sunway-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit of study is designed to develop each participant's knowledge, skills and competencies in identifying organisational strengths and weaknesses and opportunities and threats in national and international contexts. On completion of this unit of study, it is expected that students will be able to undertake environmental analyses, complete an internal analysis of an organisation, apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation and develop a strategic plan for an organisation.

**Required Reading** Thompson, Strickland and Gamble, 2005, Crafting and Executing Strategy, 14th edition, McGraw-Hill.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Presentation and assignments, 50%; Examination, 50%.

## **BMO6512 INTERNATIONAL POLICY STUDIES**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study aims to develop and use conceptual frameworks for the comparative analysis of public policy making; to determine recent developments in the study of policy analysis and the processes of policy formulation, implementation and evaluation; and to study major issues central to global policy.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Rist, R.C., 1995, Policy Evaluation: Linking Theory to Practice, The International Library of Comparative Public Policy, Edward Elgar, Glasgow. Stewart, R.G., 1994, Government and Business Relations in Australia, Allen and Unwin. Corbett, D., 1998, Managing in Australia's Region, Allen and Unwin, Australia.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 15%; Assignments, 35%; Case Study and Presentation, 50%.

## **BMO6513 PROFESSIONAL PRACTICE AND ETHICS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to introduce students to ways in which professional practice and ethics are theorised, and how that is applied in the understandings and practice of professionals and para-professionals in a range of industries including health. It prepares students to lead, manage and engage with staff in these industries, and to relate their ethical practice as managers and professionals. This unit of study includes the following topics: theories of ethics as applied in management and in a range of industries including health; values, risk and responsibility; role of technical knowledge and reflective practice, knowledge and management; legal, ethical and practice requirements of professional bodies in industry; application of management skills to leading and managing professionals and para-professionals in industry.

**Learning Outcomes** On completion of this unit, students will understand the ethical responsibilities of the professional staff they are working with, and that they themselves have as managers. As managers, they will understand and be able to work with the relationship between professional ethics and corporate codes of conduct. They will understand, appreciate and be able to work with the ethical and practice frameworks that prevail in a range of industries including health. They will be able to apply these understandings to relate as managers and as colleagues with professional staff in these industries.

**Learning Outcomes** Students will understand the ethical responsibilities of the professional staff they are working with, and that they themselves have as managers and consultants. They will understand and be able to work with the relationship between professional ethics and corporate codes of conduct. They will understand, appreciate and be able to work with the ethical and practice frameworks that prevail in a range of industries and professions.

**Required Reading** Darr, Kurt, 2005, Ethics in Health Service Management, (4th ed.), Health Professions Press, Inc, Baltimore, Maryland. Oakley, J., Cocking, D., 2001, Virtue ethics and professional roles, New York: Cambridge University Press.

**Recommended Reading** Ian Kerridge, Michael Lowe & John McPhee, 2005, Ethics and Law for the Health Professional, (2nd ed.), Sydney: The Federation Press. Johnstone, M., 1999, Bioethics: A Nursing Perspective, 3rd edn, Sydney: Harcourt. Palmer, A., Burnes, S., & Bulman, C., 1994, Reflective Practice in Nursing-The growth of the Professional Practitioner, London: Blackwell Science. Huber, D., (ed), 2000, Leadership and Nursing Care Management, Sydney, A Harcourt Health Services Company. Mohan, J., 2002, Planning, Markets And Hospitals, London, Routledge. Solomon, R.C., and Martin, C., 2004, Above the Bottom Line:An Introduction to Business Ethics, 3rd edn, Wadworth, Belmont. Sternberg, E., 2000, Just Business: Business Ethics in Action, London: Oxford University Press.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 30%; Practice Report, 30%; Case study, 40%.

### **BMO6514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES**

**Campus** City Flinders.

**Prerequisite(s)** BMO5520 Organisation Analysis and Behaviour, or BMO6506 Work and Organisation Systems.

**Content** This unit of study aims to give students an understanding and appreciation of the quality assurance requirements and processes that apply in the health field, so that as managers they will be able to lead and manage quality specialists, and exercise oversight of all staff with responsibility for quality processes and assurance. This unit of study includes the following topics: use of clinical standards, performance management and client satisfaction for assessing quality assurance in health care; benchmarks, indicators and evidence of quality; continual improvement and quality practices; interaction of generalised and localised/specific quality assurance models; quality requirements of Australian health bodies; implementation of quality assurance programs in health practice sites (resources, training, standards of care).

**Learning Outcomes** On completion of this unit, students will understand the broad approaches that underlie specific quality assurance processes in health industries, and will have a general understanding of the quality requirements that health professional and para-professionals work to. They will be able to provide leadership and manage the implementation of these processes in health settings.

**Required Reading** C. McLaughlin and A. Kaluzny, 2005, Continuous Quality Improvement in Health Care, 3rd Edition, Jones & Bartlett. R. Lloyd, 2004, Quality Health Care: A Guide to Developing and Using Indicators, Jones & Bartlett.

**Recommended Reading** Mackey, R., Edgecombe, G., 1997, Quality Improvement: A Distance Education Package for Maternal and Child Health Nurses, Melbourne: Department of Human Services. Australian Institute for Health and Welfare, 1998, Developing Quality Measures for home and community Care, AIHW, Canberra. Department of Health (UK), 2004, Partnership Quality Assurance Program, [www.dh.gov.uk/PolicyAndGuidance/](http://www.dh.gov.uk/PolicyAndGuidance/). NSW Department of Health, The Clinician's Toolkit for Improving Patient Care, NSW, Sydney. International Journal of Health Care Quality Assurance.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Essay, 30%; Practice Report, 20%; Case study, 50%.

### **BMO6532 INTERNATIONAL MANAGEMENT**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content** The aim of this unit of study is to develop an understanding of International Business from a management perspective. Specifically to consider contemporary issue in International management that illustrate the unique challenges faced by managers in the international business environment. Moreover to cover a range of international issues from a global perspective by focusing on cultural dimensions and the key concerns to multinational and global corporations. Topics to be covered include: The international business environment; managing resources in the international context; managing international business operations.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Mahoney, D., Trigg, M.M., Griffin, R. and Pustay, M., 1998, International Business: A Managerial Perspective, Longman, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Study, 40%; Case Study Presentation, 10%; Final Examination, 50%.

### **BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP**

**Campus** City Flinders, Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply this knowledge effectively. The aims of this unit

of study are: to provide an in-depth study of the concepts of innovation, entrepreneurship and an appreciation of the environment in which they are practiced; and to study and to appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition: the innovation, entrepreneurship and the innovation process, new venture ideas, opportunity recognition and screening; market opportunities: the market and how to analyse it, determining the competitive advantage; human resource issues: the entrepreneurial mind, the new venture team; identifying and marshalling key stakeholders; financial considerations: the innovator and entrepreneurial approach to the acquisition of resources, the plan, valuing, negotiating and structuring the proposal; ownership and structure; and innovators in action.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Case Study, 20%; Business planning assignment, 40%; Presentation, 10%; Sighted Examination, 30%.

### **BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study is designed to develop each participant's knowledge, skills and capabilities in understanding organisational strengths, weaknesses, opportunities and threats in national and international contexts, and in understanding how these are used in strategic decision making. Topics covered include: environmental analysis, internal organisational analysis, models and techniques for developing strategic alternatives and for implementing and evaluating strategies, and factors affecting how strategic decisions are made, implemented and evaluated in organisations.

**Required Reading** A booklet of readings prepared for this unit of study and available for purchase through the University Bookshop.

**Recommended Reading** Hill, C., Jones, G. & Galvin, P., 2004, Strategic Management: An Integrated Approach, Wiley, Sydney & Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Seminar presentation, 20%; Case study (1,500 words), 30%; Essay (2,500 words), 50%.

### **BMO6624 ORGANISATION CHANGE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** This unit of study aims to enhance students' knowledge and understanding of organisational design, organisational change processes and organisational development and change; and to advance students' skills and competencies in the diagnostic processes for assessing the need for change and the development, implementation, and evaluation of change strategies at all organisational levels. The themes covered will include: An introduction to organisational development and change and different types and philosophies of change; managing change in the contexts of organisational culture, politics, gender and leadership; managing incremental change and the development of intervention change strategies at all organisational levels; the organisational change agent and the diagnostic process; managing discontinuous change; learning environments, systems thinking and change in organisations.

**Required Reading** Harvey, D. and Brown, D. R., 2005, An Experiential Approach to Organization Development, 7th edn, Prentice Hall, New Jersey. Students are required to purchase 'BMO6624 Learning Materials' from the University Bookshop.

**Recommended Reading** Waddell, D. M., Cummings, T. G. & Worley, C. G., 2003, Organisation Development and Change, 2nd Ed., Nelson Thompson Learning, Melbourne.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Assignments, 50%; Examination, 50%.

## **BMO6630 BUSINESS RESEARCH METHODS**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The aims of this unit of study are to: introduce students to the processes and principles used in planning, conducting, reporting and reviewing research in a business context; and to develop competencies required for conducting research. Topics include reviewing the literature; defining the research problem; research ethics; survey design, data collection, measurement and analysis; focus groups and case study analysis; and multimethod analysis.

**Required Reading** Babbie, E., 2007, *The Practice of Social Research*, 11th Edition, Thomson/Wadsworth, Melbourne.

**Recommended Reading** Page, C. and Meyer, D., 2000, *Applied Research Design for Business and Management*, McGraw-Hill. Sekaran, U., 2000, *Research Methods for Business: A Skill-Building Approach*, 3rd edn, John Wiley, New York. Hill, Sydney, Ticehurst, G.W. and Veal, A.J., 1999, *Business Research Methods: A managerial approach*, Longman, Sydney.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Literature search and review, 30%; Seminar Presentation, 20%; Research Proposal, 50%.

## **BMO7700 THESIS (FULLTIME)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BMO6630 Business Research Methods.

**Content** The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

**Required Reading** To be advised by supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Thesis, 100%. Pass/fail based on a panel examination of the thesis.

## **BMO7701 THESIS (PART TIME)**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** BMO6630 Business Research Methods.

**Content** The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

**Required Reading** To be advised by supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Thesis, 100%. Pass/fail based on a panel examination of the thesis.

## **BMO7744 READINGS IN LABOUR STUDIES**

**Campus** Footscray Park, City Flinders.

**Prerequisite(s)** Nil.

**Content** The main purpose of this unit of study is to develop students' reading, research and analytical skills and to prepare students for advanced studies in industrial relations. Course **Content** includes a book review on a topic of general interest; several pieces of analytical reading to be both presented in class and written formally; development of a critical literature review; and development of research papers. Each component is to be thoroughly discussed in class in a way which seeks to enhance students' skills of analysis and critique.

**Required Reading** To be advised by lecturer.

**Recommended Reading** Hussey and Hussey, 1997, *Business Research: A Practical Guide for Undergraduate and Postgraduate Students*, Macmillan, London.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Research Paper, 20%; Literature Review, 40%; Book Review, 40%.

## **BMO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Two year full time, Four years part time. Unit of study equal to 48 credit points.

**Assessment** Dissertation, 100%.

## **BMO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Two year full time, Four years part time. Unit of study equal to 24 credit points.

**Assessment** Dissertation, 100%.

## **BMO8002 PHD (RESEARCH) (FULL TIME)**

**Campus** Footscray Park, St Albans, City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Student should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Three years full time, Six years part time Unit of study equal to 48 credit points.

**Assessment** Research Paper, 100%.

## **BMO8003 PHD (RESEARCH) (PART TIME)**

**Campus** Footscray Park, St Albans, City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Student should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought

and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Three years full time, Six years part time Unit of study equal to 24 credit points.

**Assessment** Research Paper, 100%.

### **BMO9800 RESEARCH THESIS (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** Preparation of research thesis.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Research Thesis, 100%.

### **BMO9801 RESEARCH THESIS (PART TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Please Enquire.

**Content** Preparation of research thesis.

**Class Contact** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Research Thesis, 100%.





# VICTORIA GRADUATE SCHOOL OF BUSINESS

Below are details of courses offered by the **Victoria Graduate School of Business** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

**NOTE:** Courses available to International students are marked with the (I) symbol.

## MASTER OF BUSINESS ADMINISTRATION

**Course Code:** BMPZ/PF

**Campus:** City Flinders, AHC-Bangladesh, Jiaotong-China, SIC-Singapore, Sunway-Malaysia.

### Course Objectives

The course aims to provide appropriate Business Management skills to managers from diverse backgrounds who are graduates of commerce, business, engineering, science or humanities.

### Course Duration

The course may be offered on a full-time basis over a period of three semesters or part-time equivalent. Each subject carries a value of 12 credit points except the thesis which carries a value of 36 credit points and the MBA project which carries a value of 36, 24 or 12 credit points subject to the elective subject combination chosen by the student. Students must complete 144 credit points through academic study in order to graduate.

### Admission requirements

To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

The course is endorsed for offer to full fee overseas students.

In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

### Course Structure

The course comprises of twelve units of study, consisting of core units of study and elective units of study. Of the twelve core units of study listed, students are required to complete a minimum of eight. These eight core units of study are to be approved by the Course Co-ordinator. Up to four core units of study may be deleted on the basis of appropriate undergraduate studies and/or appropriate work experience. These units of study must be replaced with electives approved by the Course Co-ordinator.

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>                                 |              |        |         |                 |                  |                 |
| Select a minimum of eight of the following units of study: |              |        |         |                 |                  |                 |
| BEO6500 ECONOMICS FOR MANAGEMENT                           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO6501 QUANTITATIVE ANALYSIS                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO6502 LAW FOR MANAGEMENT                                 | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO6503 MANAGEMENT INFORMATION SYSTEMS                     | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO6504 ACCOUNTING FOR MANAGEMENT                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO6505 MARKETING MANAGEMENT                               | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6506 WORK AND ORGANISATION SYSTEMS                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6507 EMPLOYEE RELATIONS STRATEGIES                      | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6508 OPERATIONS MANAGEMENT                              | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BAO5534 BUSINESS FINANCE                                   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP           | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| <b>Elective Units of Study</b>                             |              |        |         |                 |                  |                 |
| Four electives approved by the Course Co-ordinator.        |              |        |         |                 |                  |                 |
| OR   |              |        |         |                 |                  |                 |
| BGP6513 BUSINESS RESEARCH METHODS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BGP7700 THESIS (FULL-TIME)                                 | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| or   |              |        |         |                 |                  |                 |
| BGP7701 THESIS (PART-TIME)                                 | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |
| OR   |              |        |         |                 |                  |                 |
| BGP6513 BUSINESS RESEARCH METHODS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BGP7702 MBA MAJOR PROJECT (FULL-TIME)                      | 36           | 0.3750 | 2       | \$2,178         | \$2,723          | \$4,752         |
| (equivalent to three units of study) or                    |              |        |         |                 |                  |                 |
| BGP7703 MBA MAJOR PROJECT (PART-TIME)                      | 18           | 0.1880 | 2       | \$1,092         | \$1,365          | \$2,382         |
| (equivalent to three units of study)                       |              |        |         |                 |                  |                 |
| OR   |              |        |         |                 |                  |                 |
| BGP6513 BUSINESS RESEARCH METHODS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BGP7704 MBA MINOR PROJECT (FULL-TIME)                      |              |        |         |                 |                  |                 |
| (EQUIVALENT TO TWO UNITS OF STUDY)                         | 24           | 0.2500 | 2       | \$1,452         | \$1,815          | \$3,168         |
| (equivalent to two units of study) or                      |              |        |         |                 |                  |                 |
| BGP7705 MBA MINOR PROJECT (PART-TIME)                      |              |        |         |                 |                  |                 |
| (EQUIVALENT TO TWO UNITS OF STUDY)                         | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| (equivalent to two units of study)                         |              |        |         |                 |                  |                 |
| plus one elective approved by the Course Co-ordinator      |              |        |         |                 |                  |                 |
| OR   |              |        |         |                 |                  |                 |
| BGP6513 BUSINESS RESEARCH METHODS                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BGP7706 MBA MINOR PROJECT (PART-TIME)                      |              |        |         |                 |                  |                 |
| (EQUIVALENT TO ONE UNIT OF STUDY)                          | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus two electives approved by the Course Co-ordinator.    |              |        |         |                 |                  |                 |

Students will not normally be permitted to commence the elective component of the course until they have satisfied requirements in at least four core units of study.

On completion of eight approved units of study students who choose to exit this course will be eligible to receive the Graduate Diploma in Business Administration. On completion of four approved units of study students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

**DOCTOR OF BUSINESS ADMINISTRATION****Course Code:** BPPB**Campus:** City Flinders.**Course Objectives**

This course has been developed to address the emerging shortage of suitably qualified doctoral graduates in business. The Doctor of Business Administration aims to produce graduates who can apply appropriate business disciplines and techniques to help solve the problems of business and government resources management in an innovative and resourceful manner and participate in the interactive process of research.

**Course Duration**

The course will normally require full-time study over three years or the part-time equivalent.

**Admission requirements**

Applicants for the Doctor of Business Administration degree are required to hold a Master of Business degree or its equivalent and to have completed at least two years appropriate work experience. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by:

- International English Language Testing System – overall score of 6.5 and no individual band score less than 6.

**Course Structure**

|   | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|---|--------------|--------|---------|--------------------|---------------------|--------------------|
| <b>Core Units of Study:</b>                       |              |        |         |                    |                     |                    |
| BGP8016 INTERNATIONAL BUSINESS                    | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| BGP8017 STRATEGY AND INNOVATION                   | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| BGP8018 CONTEMPORARY BUSINESS RESEARCH            | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| BGP8020 PERFORMANCE MANAGEMENT                    | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| BGP8021 CORPORATE GOVERNANCE                      | 16           | 0.1670 | 2       | \$970              | \$1,212             | \$2,116            |
| <b>Thesis Option: Choose one Discipline.</b>      |              |        |         |                    |                     |                    |
| BAO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BEO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BCO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BGP8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BHO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| BLO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 3       | \$3,399            | \$4,250             | \$8,334            |
| BMO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)   | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| or  |              |        |         |                    |                     |                    |
| BAO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| BEO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| BCO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| BGP8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| BHO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| BLO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 3       | \$1,700            | \$2,125             | \$4,167            |
| BMO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)   | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |
| <b>or Research Project Option:</b>                |              |        |         |                    |                     |                    |
| BGP9002 DBA RESEARCH PROJECT A                    | 96           | 1.0000 | 2       | \$5,807            | \$7,260             | \$12,671           |
| BGP9003 DBA RESEARCH PROJECT B                    | 96           | 1.0000 | 2       | \$5,807            | \$7,260             | \$12,671           |
| <b>or Research Paper Option:</b>                  |              |        |         |                    |                     |                    |
| BGP9005 DBA RESEARCH PAPER A                      | 64           | 0.6670 | 2       | \$3,873            | \$4,842             | \$8,452            |
| BGP9006 DBA RESEARCH PAPER B                      | 64           | 0.6670 | 2       | \$3,873            | \$4,842             | \$8,452            |
| BGP9007 DBA RESEARCH PAPER C                      | 64           | 0.6670 | 2       | \$3,873            | \$4,842             | \$8,452            |

**DOCTOR OF PHILOSOPHY****Course Code:** BPPP**Campus:** City Flinders**Course Objectives**

The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Duration**

The course normally requires three years of full-time study or part-time equivalent.

**Course Structure**

|                                  | Credit Point | EFTSL  | SC Band | Pre 2005<br>(AU\$) | From 2005<br>(AU\$) | Full Fee<br>(AU\$) |
|----------------------------------|--------------|--------|---------|--------------------|---------------------|--------------------|
| BGP8002 PHD RESEARCH (FULL TIME) | 48           | 0.5000 | 2       | \$2,904            | \$3,630             | \$6,336            |
| OR                               |              |        |         |                    |                     |                    |
| BGP8003 PHD RESEARCH (PART-TIME) | 24           | 0.2500 | 2       | \$1,452            | \$1,815             | \$3,168            |

**MASTER OF BUSINESS BY RESEARCH (VICTORIAN GRADUATE SCHOOL OF BUSINESS)****Course Code:** BRAP**Campus:** City Flinders**Course Objectives**

The Master of Business by Research can be offered by the Victorian Graduate School of Business. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration**

The course normally requires two years of full-time study or part-time equivalence.

**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005<br/>(AU\$)</b> | <b>From 2005<br/>(AU\$)</b> | <b>Full Fee<br/>(AU\$)</b> |
|--|---------------------|--------------|----------------|----------------------------|-----------------------------|----------------------------|
| BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)<br>OR | 48                  | 0.5000       | 2              | \$2,904                    | \$3,630                     | \$6,336                    |
| BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)       | 24                  | 0.2500       | 2              | \$1,452                    | \$1,815                     | \$3,168                    |

**DOCTOR OF PHILOSOPHY****Course Code:** CPPP**Campus:** City Flinders**Course Objectives**

The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Duration**

The course normally requires three years of full-time study or part-time equivalent.

**Course Structure**

|  | <b>Credit Point</b> | <b>EFTSL</b> | <b>SC Band</b> | <b>Pre 2005<br/>(AU\$)</b> | <b>From 2005<br/>(AU\$)</b> | <b>Full Fee<br/>(AU\$)</b> |
|--|---------------------|--------------|----------------|----------------------------|-----------------------------|----------------------------|
| BCP8002 PHD (RESEARCH) (FULL TIME)<br>OR | 48                  | 0.5000       | 2              | \$2,904                    | \$3,630                     | \$6,336                    |
| BCP8003 PHD (RESEARCH) (PART-TIME)       | 24                  | 0.2500       | 2              | \$1,452                    | \$1,815                     | \$3,168                    |

## SUBJECTS

Below are subject details for courses offered by the **Victoria Graduate School of Business** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

### BCP8002 PHD (RESEARCH) (FULL TIME)

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 48 credit points.

**Assessment** Research thesis, 100%.

### BCP8003 PHD (RESEARCH) (PART-TIME)

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Recommended Reading** To be advised.

**Class Contact** Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

### BGP6513 BUSINESS RESEARCH METHODS

**Campus** City Flinders, SIC-Singapore, Sunway-Malaysia, Jiaotong-China, AHC-Bangladesh.

**Prerequisite(s)** Nil.

**Content** The unit of study aim is to equip students with an understanding of Business Research Methods in order to equip them with the necessary skills for completion of their minor thesis. On completion of the unit of study, students would be able to be more conversant with the major principles involved in planning and executing research projects, conceptualise a research problem and contextualise it within a body of theory, operationalise concepts to test theoretical conceptualisations, have knowledge in developing and/or selecting appropriate measurement instruments for data collection, know various procedures in collection and analysis of data and acquire skills in report writing and dissemination of findings.

**Required Reading** To be advised by lecturer

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Examination, 40%; Research methods project report, 40%; Class Participation, 10%; Class presentation, 10%.

### BGP7700 THESIS (FULL-TIME)

**Campus** City Flinders.

**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with

a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Pass/fail based on a panel examination of the final thesis submission, 100%.

### BGP7701 THESIS (PART-TIME)

**Campus** City Flinders.

**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Pass/fail based on a panel examination of the final thesis submission, 100%.

### BGP7702 MBA MAJOR PROJECT (FULL-TIME)

**Campus** City Flinders.

**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Assessment** Pass/fail based on progress reports and Assessment of final report by two appointed examiners. 100%.

**BGP7703 MBA MAJOR PROJECT (PART-TIME)****Campus** City Flinders.**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 18 credit points.

**Assessment** Pass/fail based on progress reports and Assessment of final report by two appointed examiners. 100%.

**BGP7704 MBA MINOR PROJECT (FULL-TIME) (EQUIVALENT TO TWO UNITS OF STUDY)****Campus** City Flinders.**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Pass/fail based on progress reports and Assessment of final report by two appointed examiners. 100%.

**BGP7705 MBA MINOR PROJECT (PART-TIME) (EQUIVALENT TO TWO UNITS OF STUDY)****Campus** City Flinders.**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being

individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Pass/fail based on progress reports and Assessment of final report by two appointed examiners, 100%.

**BGP7706 MBA MINOR PROJECT (PART-TIME) (EQUIVALENT TO ONE UNIT OF STUDY)****Campus** City Flinders.**Prerequisite(s)** BGP6513 Business Research Methods.

**Content** The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. This minor project is equivalent to one unit of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment** Pass/fail based on progress reports and Assessment of final report by two appointed examiners, 100%.

**BGP8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Dissertation thesis, 100%.

**BGP8001 DISSERTATION (THESIS) (DBA) (PART-TIME)****Campus** City Flinders.**Prerequisite(s)** Nil.

**Content** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the

field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by lecturer.

**Recommended Reading** To be advised by lecturer.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Dissertation thesis, 100%.

### **BGP8002 PHD RESEARCH (FULL TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master's degree; or a four-year bachelor's degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University's master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master's candidate may transfer into a PhD program provided that the Committee approves a recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular discipline, equally comparable with an original PhD proposal – not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Research thesis, 100%.

### **BGP8003 PHD RESEARCH (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master's degree; or a four-year bachelor's degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University's master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master's candidate may transfer into a PhD program provided that the Committee approves a

recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular discipline, equally comparable with an original PhD proposal – not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Required Reading** To be advised by supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Research thesis, 100%.

### **BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A person may be admitted to the degree of Master of Business by Thesis who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

**Required Reading** To be advised by supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

**Assessment** Thesis, 100%.

### **BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** A person may be admitted to the degree of Master of Business by Thesis who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

**Required Reading** To be advised by the supervisor

**Recommended Reading** To be advised by the supervisor

**Class Contact** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and

or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Assessment** Thesis, 100%.

### **BGP8016 INTERNATIONAL BUSINESS**

**Campus** City Flinders

**Prerequisite(s)** Nil.

**Content** The unit of study is designed to examine current issues associated with key facets of international business. This includes international finance, production and distribution, managing complex international business environments, government policies for promoting and regulating foreign businesses locally as well as home country businesses overseas, standardisation and localisation issues, international regulation and international agencies, and the role of culture in international business activities.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Four hours per week or equivalent for one semester. Unit of study equal to 16 credit points.

**Assessment** Individual and group research projects and presentations, 50%; Examination, 50%.

### **BGP8017 STRATEGY AND INNOVATION**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Managers use strategic decision making to find innovative ways to provide established products and services, to clarify conflicting priorities and evaluate new opportunities, streamline and focus marketing efforts and transform the business into a vessel for achieving business goals. The unit of study is designed to examine current issues associated with key facets of strategy and innovation. This includes business strategy, the strategy decision making process, information systems support, approaches to innovation adoption and information systems as an innovation in the business.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Unit of study equal to 20 credit points.

**Assessment** Individual and group research projects and presentations, 50%; Examination, 50%.

### **BGP8018 CONTEMPORARY BUSINESS RESEARCH**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study introduces students to concepts and procedures associated with sources of knowledge. In particular, it considers empiricism, which attempts to describe, explain and make predictions based on observations of the real world. It will deal with the collection of valid and appropriate data relevant to specific research questions, and will explore, at an advanced level, a range of qualitative and quantitative methodologies.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Unit of study equal to 16 credit points.

**Assessment** Individual and group research projects and presentations, 50%; Examination, 50%.

### **BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** The unit of study introduces students to the issues involved in the production of research in applied fields of business administration. It will enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Topics include conceptualisation of research problems, theoretical formulation and contextualisation, problems and pitfalls in research development, Meta analysis of past research, operationalisation of research problems to test hypotheses, measurement and levels of measurement, procedures for data collection, analysis and presentation, report writing and dissemination of research findings. It is an activity-based unit of study that includes the appointment of a provisional supervisor and the production of a research proposal.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Unit of study equal to 16 credit points.

**Assessment** Presentation of the research proposal at a peer review seminar followed by submission for approval to the Postgraduate Studies Committee of the Faculty of Business and Law.

### **BGP8020 PERFORMANCE MANAGEMENT**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Performance management is the scientific study and application of knowledge concerning the measurement of performance, its use in guiding managerial decision making and in demonstrating accountability. The unit of study is designed to examine current issues associated with key facets of performance management. This includes alignment of employee, unit and organizational behaviour, accelerating change, the operation and effect of performance management techniques on the management and delivery of goods and services, and critical examination of the key questions that are central to the understanding and Assessment of modern performance management praxis and debate.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Unit of study equal to 16 credit points.

**Assessment** Individual and group research projects and presentations, 50%; Examination, 50%.

### **BGP8021 CORPORATE GOVERNANCE**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Management, control, and organizational governance is considered through the relationship between ownership and management, the responsibilities of managers, owners, investors and regulators. Principles of corporate governance, duties of directors, employee entitlements, stakeholder theory and issues of audit and accounting. Processes and practices of corporate governance are considered through the role of managers in a civil society, ethics and human behaviour, and corporate social responsibility. The **Content** may be delivered from a comparative perspective.

**Required Reading** To be advised by the lecturer.

**Recommended Reading** To be advised by the lecturer.

**Class Contact** Unit of study equal to 16 credit points.

**Assessment** Individual and group research projects and presentations, 50%; Examination, 50%.

### **BGP9002 DBA RESEARCH PROJECT A**

**Campus** City Flinders.

**Prerequisite(s)** Nil.

**Content** Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.

**Required Reading** To be advised by the supervisor.

**Recommended Reading** To be advised by the supervisor.

**Class Contact** Unit of study is equal to 96 credit points.

**Assessment** The research project report will undergo preliminary Assessment by examiners in the Faculty of Business and Law.

Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words.

### **BGP9003 DBA RESEARCH PROJECT B**

**Campus** City Flinders

**Prerequisite(s)** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Content** Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.

**Required Reading** To be advised by the supervisor.

**Recommended Reading** To be advised by the supervisor.

**Class Contact** Unit of study is equal to 96 credit points.

**Assessment** The research project report will undergo preliminary Assessment by examiners in the Faculty of Business and Law.

Research Project B and Research Project A will be submitted for final examination together with a covering report to three external examiners. Research Project B should be approximately 25,000 words.

### **BGP9005 DBA RESEARCH PAPER A**

**Campus** City Flinders

**Prerequisite(s)** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Content** The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.

**Required Reading** To be advised by the supervisor.

**Recommended Reading** To be advised by the supervisor.

**Class Contact** Unit of study is equal to 64 credit points.

**Assessment** The research paper will undergo preliminary Assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper A should be approximately 15,000 words.

### **BGP9006 DBA RESEARCH PAPER B**

**Campus** City Flinders

**Prerequisite(s)** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Content** The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.

**Required Reading** To be advised by the supervisor.

**Recommended Reading** To be advised by supervisor.

**Class Contact** Unit of study is equal to 64 credit points.

**Assessment** The research paper will undergo preliminary Assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper B should be approximately 15,000 words.

### **BGP9007 DBA RESEARCH PAPER C**

**Campus** City Flinders, SIC-Singapore, Jiaotong-China, Sunway-Malaysia.

**Prerequisite(s)** Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Content** The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.

**Required Reading** To be advised by the supervisor.

**Recommended Reading** To be advised by the supervisor.

**Class Contact** Unit of study is equal to 64 credit points.

**Assessment** The research paper will undergo preliminary Assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper C should be approximately 15,000 words.



# OFFICE OF BUSINESS

Below are details of courses offered by the **Office of Business** in 2008. This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

**NOTE:** Courses available to International students are marked with the (I) symbol.

## BACHELOR OF BUSINESS (YEAR 1)

**Course Code:** BBBB

**Campus:** Sunbury, Werribee.

### Course Objectives

The aim of the course is to provide students with a basic grounding in the principles and practice relevant to business in today's corporate world. It is anticipated that students will transfer into a prescribed business degree program thus deepening knowledge in particular areas and developing a specialist skill base.

### Course Duration

The course is offered over three years on a full-time basis or part-time equivalent. Students must complete core business units of study to the value of 84 credit points in order to transfer into a specialisation.

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

### Admission Requirements

To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.

Year 12 Prerequisites: Units 3 and 4 – study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System – overall score of 6 and no individual band score less than 6.0.

### Course Structure

As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook

|  | Credit Point | EFTSL  | SC Band | Pre 2005 (AU\$) | From 2005 (AU\$) | Full Fee (AU\$) |
|--|--------------|--------|---------|-----------------|------------------|-----------------|
| <b>Core Units of Study</b>   |              |        |         |                 |                  |                 |
| BAO1101 ACCOUNTING FOR DECISION MAKING   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BCO1102 INFORMATION SYSTEMS FOR BUSINESS   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1105 ECONOMIC PRINCIPLES  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BEO1106 BUSINESS STATISTICS  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BHO1171 INTRODUCTION TO MARKETING  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BLO1105 BUSINESS LAW   | 12           | 0.1250 | 1       | \$510           | \$637            | \$1,430         |
| BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR  | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| plus seven Specialisation and seven Elective units of study approved by the Course Co-ordinator and taken from other Bachelor of Business courses offered by the University. |              |        |         |                 |                  |                 |
| <b>Professional Development Units of Study</b>   |              |        |         |                 |                  |                 |
| BFP1001 PROFESSIONAL DEVELOPMENT 1   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP2001 PROFESSIONAL DEVELOPMENT 2   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |
| BFP3001 PROFESSIONAL DEVELOPMENT 3   | 12           | 0.1250 | 2       | \$726           | \$908            | \$1,584         |

# SUBJECTS

Below are subject details for courses offered by the **Office of Business** in 2008.

**IMPORTANT NOTE:** Not all elective subjects for courses offered by the school are listed below. There are numerous elective possibilities that the school can choose to offer and those selected will vary from year to year. Details of these electives will be advised by the school.

## BBB3001 CO-OPERATIVE EDUCATION 1

**Campus** Footscray Park, Werribee, City Flinders, Sunbury, City Queen.

**Prerequisite(s)** Nil.

**Content** In this unit of study students will: Explore their workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Explore key processes such as employment legislation and industrial relations, reporting accountabilities and performance appraisals; identify the key generic skills required by their employer/industry, and their relationship to Victoria University's Core Graduate Attributes; Reflect on the integration of their academic and workplace learning.

**Learning Outcomes** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within their industry sector/profession.

**Required Reading** A compendium of readings available online via WebCT.

**Recommended Reading** Centre for Work Integrated Learning, 2006, Work Integrated Learning Handbook, Victoria University, Footscray. Centre for Work Integrated Learning, 2006, Work Integrated Learning Commencement Kit, Victoria University, Footscray. Centre for Work Integrated Learning, 2004, The Work Integrated Learning Experience: What you need to know as an Employee, 3rd Edition, Victoria University (published in consultation with the Dept of Employment and Workplace Relations), Footscray. Victoria University, Centre for Student Career Services, Career Portfolio documentation. www.vu.edu.au/careers. Wells, David, 1995, Managing your first year in industry, IEEE Press, New York. Shmerling, Leah, 1998, Job Applications: The winning Edge, 2nd ed, Macmillan Education Australia, South Melbourne. Jones, Lawrence, 1996, Job Skills for the 21st century: a guide for students, Oryx Press, Phoenix, Ariz.

**Class Contact** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Assessment** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Situation Analysis Report, 20%; Reflective E-journals, 40%; Self-Appraisal Report, 40%.

## BBB3002 CO-OPERATIVE EDUCATION 2

**Campus** Footscray Park, Werribee, City Flinders, Sunbury, City Queen.

**Prerequisite(s)** BBB3001 Co-operative Education 1.

**Content** In this unit of study students will: critically evaluate their own technical and generic skills against those required by their employer/profession; Identify areas of personal and professional skills development and develop appropriate strategies to address the skills gaps identified; gather evidence of their experiences and skills development for integration into a career portfolio; identify the benefits of developing networks and professional contacts within their industry sector; reflect on the integration of their academic and workplace learning.

**Learning Outcomes** Students will acquire a greater understanding of their future career and study plans and will significantly enhance their prospects of achieving successful graduate employment outcomes.

**Required Reading** A compendium of readings available online via WebCT.

**Recommended Reading** Centre for Work Integrated Learning, 2006, Work Integrated Learning Handbook, Victoria University, Footscray. Centre for Work Integrated Learning, 2006, Work Integrated Learning Commencement Kit, Victoria University, Footscray. Centre for Work Integrated Learning, 2004, The Work Integrated Learning Experience: What you need to know as an Employee, 3rd Edition, Victoria University (published in consultation with the Dept of employment and Workplace Relations), Footscray. Victoria University, Centre for

Student Career Services, Career Portfolio documentation, www.vu.edu.au/careers. Morgan, Geoff and Banks, Andrew, 1999, Getting that job: how to establish and manage your career in the new millennium, step 8, Making your job work for you, Harper Collins, Australia. Sutcliffe, Kaaren, 1998, Open the door to your future: getting interviews and jobs in Australia, Brolga Press, Gundaroo, NSW. Simonsen, Peggy, 2000, Career Compass: Navigating your career strategically in the new century, Davies-Black, Palo Alto, California. **Class Contact** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Assessment** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Reflective E-journal, 40%; Career Plan Report, 20%; Employment Related Report, 40%.

## BBB3100 BUSINESS INTEGRATED LEARNING

**Campus:** City Flinders, Footscray Park, Werribee, Sunbury.

**Prerequisite(s)** Nil.

**Content** In this unit of study, students will: Explore their workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Critically evaluate their own technical and generic skills against those required by their employer/profession; Gather evidence of their experiences and skills development for integration into a career portfolio; Reflect on the integration of their academic and workplace learning.

**Learning Outcomes** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within their industry sector/profession.

**Required Reading** A compendium of readings available online via WebCT.

**Recommended Reading** Victoria University, 2004, The Work Integrated Learning Experience: What you need to know as an Employee, 3rd Edition. Victoria University, 2006, Work Integrated Learning Commencement Kit. Victoria University, 2006, Work Integrated Learning Handbook. Leah Shmerling, 1998, Job Applications: The Winning Edge, 2nd Edition, Chapter 10, Your new job; Chapter 11 The modern workplace, Macmillan Education Australia Pty Ltd, Australia.

**Class Contact** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Assessment** Students are required to undertake a minimum of 350 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Situational Analysis Report, 20%; Reflective E-Journals, 40%; Career Plan Report, 20%; Self Appraisal, 20%.

## BFP1001 PROFESSIONAL DEVELOPMENT 1

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tailand, Sunway-Johor-Bahru-Malaysia.

**Prerequisite(s)** Nil.

**Content** This unit is the first of three units that focus on the professional development of students by covering three broad areas of business knowledge, personal attributes and professional skills. In this first unit of study (Professional Development 1) students will be provided with an introduction to the underpinning concepts of business and the related environment. It will examine both the internal and external elements of a business to understand the context within which it operates. The emerging political, social, economic, technological and ethical issues impacting on business will be identified and investigated. Students will explore the personal and professional attributes necessary to engage with the business environment. In this context

students will develop and refine skills that will support activities in other units of study.

**Learning Outcomes** At the completion of this unit, students will be able to: appreciate the social, cultural, political, economic & legal dimensions of the business environment; understand comparative business structures; explore personal and interpersonal emotional intelligence; identify aspects of social and cultural diversity; identify personal skills, interests and motivations; distinguish between different types of knowledge; use a variety of information gathering & analysis methods; explore entrepreneurial business issues and understand the problems of imperfect information.

**Required Reading** Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions

**Recommended Reading** Stephen Covey, 2004, The 7 Habits of Highly Effective People, Free Press, New York

**Class Contact** Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law

**Assessment** Business Environment Project (30%) and Oral Presentation (10%) Problem Working Activities (40%) Self Appraisal Report (1,000 words) (20%).

## **BFP2001 PROFESSIONAL DEVELOPMENT 2**

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia.

**Prerequisite(s)** BFP1001 Professional Development 1  
**Content** This unit is the second of three units that focus on the professional development of students by covering three broad areas of business knowledge, personal attributes and professional skills. The primary focus of this unit of study is to enable students to trial and refine the knowledge and skills gained in the first Professional Development unit of study (BFP1001 Professional Development 1) and other discipline-based units. Students will assess and judge business information in conditions of uncertainty, to help inform effective business decision making. Students will critically evaluate their own technical and general skills enabling them to identify strategies they need to develop for career planning and ongoing life-long learning.

**Learning Outcomes** At the completion of this unit, students will be able to: assess opportunities in a changing business environment Identify the systems that support business decision making; communicate issues, arguments and decisions about a business problem; use knowledge structures and systems for strategic decision making; develop an awareness of their own individual strengths; develop procedures to ensure ethical business decision making; reflect on the differences between leadership and management; identify and assess the contributions they can make in professional relationships; develop strategies for managing competing values and create a project plan.

**Placement** This unit will incorporate industry-based placements, industry visits and practitioner delivered content.

**Required Reading** Ash, E & Quarry, P Seven Dimensions Video Training Systems Productions.

**Recommended Reading** Martyn Newman, 2007, Emotional Capitalists The New Leaders, John Wiley Sydney Simonsen, Peggy, 2000, Career compass: navigating your career strategically in the new century. Davies-Black Palo Alto, Calif. Victoria University, Centre for Student Career Services. Career Portfolio documentation.

www.vu.edu.au/careers. Centre for Work Integrated Learning, 2004, The Work Integrated Learning Experience: What you need to know as an Employee, 3rd Edition, Victoria University Hartley, S, Project Management: A Competency-based Approach, Pearson Prentice Hall, NSW, 2003.

**Class Contact** Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

**Assessment** Reflective e-Journal (2000 words) 20% Update Self Appraisal report 10% Business Proposal (Team assignment 15% and Oral Presentation 15%) Develop Project Plan 40%.

## **BFP3001 PROFESSIONAL DEVELOPMENT 3**

**Campus** City Flinders, Footscray Park, Sunbury, Werribee, AABC-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia.

**Prerequisite(s)** BFP2001 Professional Development 2

**Content** This unit is the third and the last of the units in the professional development stream covering three broad areas of business knowledge, personal attributes and professional skills. In this capstone unit of study, students will demonstrate their understanding of the business environment and the knowledge and skills required for professional practice, via the implementation of a business project. Students will critically evaluate their personal and professional skills and how these can be used to support business and personal decision making. In a workplace setting students will be able to examine issues of problem identification, planning and problem solving strategies. Students will be able to reflect on the transition from academic to workplace environments and assess their current and future career plans.

**Learning Outcomes** At the completion of this unit, students will: identify factors to create sustainable business in a changing environment; be able to participate in business decision making; develop a career plan within their own professional environment; be able to resolve conflicting and competing demands; engage in ethical practice; implement a business project Develop entrepreneurial activities; assess and select an action from multiple solutions and manage project execution.

**Placement** Business Projects to demonstrate professional practice and leadership, supported by Alumni and Business mentors as Project Managers. Projects may be located in the workplace, the community or on-site.

**Required Reading** Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions.

**Recommended Reading** Dubrin, AJ & Dalglis, C 2005, Leadership: Australian focus, John Wiley & Sons, Queensland. Kaplan, R. and Norton, D., 2004, Strategy Maps: Converting Intangible Assets into Tangible Outcomes. Harvard Business School Publishing, Boston, MA.

**Class Contact** Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

**Assessment** Business Project 25% (Team project) Project Exhibition 25% Peer Review of Project Exhibition 20% Career Plan Report (Individual 2000 words) 30%.

