



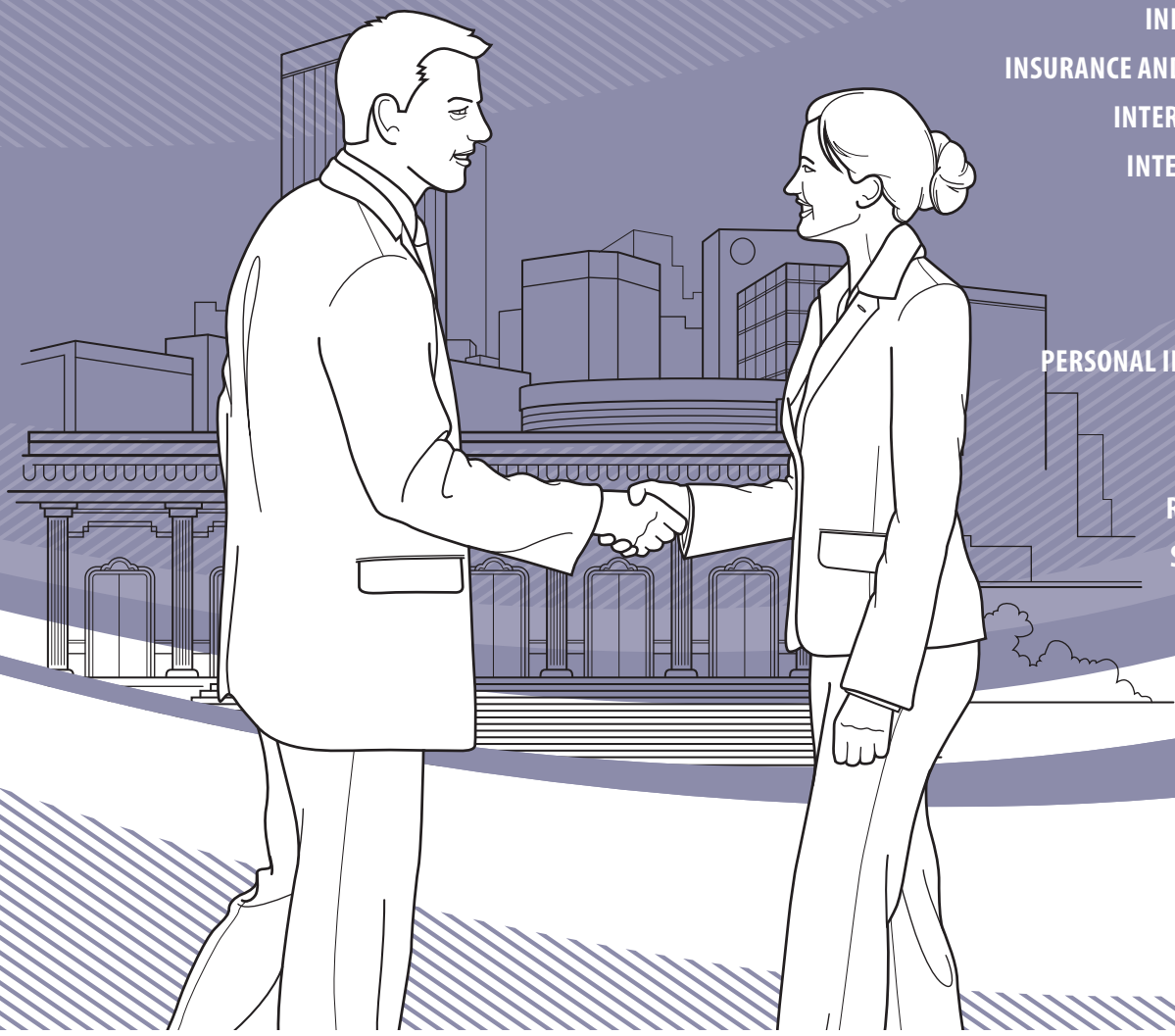
DEAKIN
UNIVERSITY AUSTRALIA

BUSINESS AND LAW

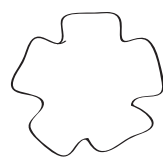
POSTGRADUATE

| MELBOURNE | GEELONG | WARRNAMBOOL | OFF CAMPUS

2012



- ACCOUNTING |
- ARTS AND ENTERTAINMENT MANAGEMENT |
- BUSINESS ADMINISTRATION |
- COMMERCE |
- FINANCIAL PLANNING |
- FINANCIAL SERVICES |
- HUMAN RESOURCE MANAGEMENT |
- INFORMATION SECURITY |
- INFORMATION SYSTEMS |
- INSURANCE AND RISK MANAGEMENT |
- INTERNATIONAL BUSINESS |
- INTERNATIONAL FINANCE |
- LAW |
- LEADERSHIP |
- MARKETING |
- PERSONAL INJURY MANAGEMENT |
- PROPERTY |
- RESEARCH DEGREES |
- RETAIL MANAGEMENT |
- SPORT MANAGEMENT |



BUSINESS AND LAW

Welcome



Professor Gael McDonald.

The Faculty of Business and Law has a long and proud history of delivering contemporary postgraduate education programs, with robust foundations in scholarship, relevant research and business experience.

Whether you are seeking executive development or expanding your knowledge in a chosen career, our programs are designed to extend the creative, analytical, interpersonal and technical skills that underpin business careers and professional success.

We place a great emphasis on our international activities and our links with industry, business and the professions. In addition, our postgraduate programs are able to offer you flexible learning strategies, with study programs in full-time, part-time, on-campus, off-campus and online modes.

As we celebrate our 30th anniversary of the Deakin MBA, I look forward to welcoming you to Deakin University, and a world of professional development through our suite of recognised postgraduate courses.

Professor Gael McDonald
Pro Vice-Chancellor
Faculty of Business and Law

Finding more information

2012 Postgraduate Course Guide

This guide provides a list of the postgraduate courses Deakin offers, detailed information about types of postgraduate study, how to apply, our campuses, and study options, such as part time and off campus (distance education). To request a copy phone 1300 DEGREE (1300 334 733) or download at www.deakin.edu.au.

Postgraduate study area booklets

Deakin has a range of postgraduate study area booklets. These booklets provide more information about each course, including course structures, career opportunities and unit descriptions.

Visit our web site

Visit our web site for more comprehensive information including details of new courses, campuses, facilities, fee and support services at www.deakin.edu.au.

To search for courses and view unit descriptions visit www.deakin.edu.au/courses.

Talk to us

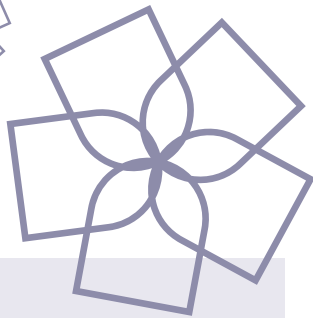
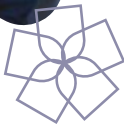
If you require more information or would like to speak with a student adviser, call 1300 DEGREE (1300 334 733).

You can also contact us via email: enquire@deakin.edu.au.

Visit us

There are numerous opportunities to talk face-to-face with Deakin staff at events such as Open Day and Postgraduate Information Nights. See the inside back cover of this guide for details.

Contents



Using this booklet

This booklet provides you with detailed information about Deakin's postgraduate courses in Business and Law (for domestic students), including course overviews, course structures, career opportunities and detailed descriptions of individual units at the back of the booklet.

It is designed to be read in conjunction with the *2012 Postgraduate Course Guide*, which gives an overview of Deakin's postgraduate courses, detailed information about types of postgraduate study, how to apply, our campuses, student support services and study options such as part time and off campus (distance education).

Once you have chosen the course you want to study, applying to study at Deakin is easy. You can apply online, track the progress of your application and accept your offer at www.deakin.edu.au/apply.

Deakin University also produces course guides specifically for international students. To request a copy, phone Deakin International on +61 3 9627 4877.

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About postgraduate study

What is postgraduate study?

Postgraduate courses are for students who have completed an undergraduate degree or for those with significant work experience. You can start postgraduate studies to advance your career or change direction to a completely new field. It can also give you the opportunity to pursue studies in a discipline area of personal interest. In particular, it can allow you to extend your undergraduate studies through research degrees where you can pursue your own theories or ideas at a high conceptual level. You may undertake postgraduate study by coursework or research. The best option for you will depend on your reasons for studying.

What are coursework programs?

A postgraduate coursework degree typically involves a series of units, with specific coursework and assessments. Our postgraduate coursework programs give you the opportunity to complete a **graduate certificate** (designed to enable you to develop skills in a specialised area not necessarily related to your undergraduate degree), **graduate diploma** (more specialised and generally vocationally-focused) or **masters by coursework** (intensive course in which the qualification is directly relevant to your career) in a structured learning format. We also offer a **Doctor of Business Administration (DBA)**, which represents the highest level of educational achievement for professionals who want to develop research capability which may be directly applied to business practice. The program consists of both coursework and a major research project.

What are research degrees?

A research degree involves completing an approved program of research under the guidance of one or more supervisors within a prescribed time period. Research degree programs encourage you to develop independent research skills and are for students who want to pursue their own theories and ideas at a high conceptual level. Deakin offers three types of research degrees – masters by research (usually involving some coursework and a thesis of not more than 50 000 words), Doctor of Philosophy (PhD) (usually involving some coursework and a thesis of not more than 100 000 words) and Doctor of Psychology (combining a research project, coursework and structured research tasks that are specifically related to professional practice and are often carried out in the workplace).

What is Credit for Prior Learning?

Credit for Prior Learning is credit granted towards your Deakin course for relevant approved study or work experience. There are two aspects to Credit for Prior Learning:

- » credit may be transferred to your Deakin program from completed or partially completed studies you have undertaken at other accredited institutions; and
- » credit may be granted on the basis of knowledge and skills acquired through uncredentialed learning.

Benefits of postgraduate study

No matter what stage of your career you are at, postgraduate study can help you stand out in the marketplace and expand your networks. Research found the main benefits of postgraduate study are:

- » increased income – on average, people with postgraduate qualifications earn as much as \$18 000 more per year compared to those with only a bachelors degree (*Postgraduate Destinations 2007*, produced by Graduate Careers Australia)
- » increased job satisfaction – a 2010 survey* found that students who completed Deakin postgraduate programs increased their job satisfaction by 93 per cent within 12 months
- » career advancement – a 2010 survey* of Deakin graduates found that 42 per cent attained a more senior position within 12 months of completing their postgraduate studies.

* Research conducted by First Point Research and Consulting in 2010.



Student support services

Deakin University offers a complete range of services and programs to support students throughout their studies.

- » **Study advice** – including time management, reading and note-taking, developing your academic English, avoiding plagiarism, critical thinking, writing essays and reports, class presentations and exam preparation.
- » **Career development and employment** – including career guidance, job search assistance, and interview and resume skills training.
- » **Counselling and personal support** – professional and experienced counsellors provide free, confidential counselling where personal concerns or stresses are affecting your studies.
- » **Financial support** – including interest-free loans, grants, food vouchers and rental assistance.
- » **Religious services** – including spiritual counselling, faith support services and worship and prayer spaces.
- » **Medical centre** – medical and nursing healthcare and advice to students across all campuses, including GP consultations, vaccinations, tests and screenings and referrals to specialists.
- » **Library** – access more than 1.47 million books, journals, newspapers, videos, CDs and DVDs across the campus libraries. Off-campus students located in Australia may have print material from any campus library sent to their nominated address free of charge. Many of the library's resources are also available online.

- » **IT at Deakin** – all students can access 24-hour computer laboratories on each campus, and email and internet access for study purposes.
- » **Disability services** – the Disability Resource Centre can provide students who have a health condition or a disability (long term or temporary) that affects access or ability to study, with alternative assessment arrangements, academic support workers, study materials in accessible formats and help with assistive technology.

For more information about postgraduate study at Deakin, please refer to the *2012 Postgraduate Course Guide* or visit www.deakin.edu.au/postgrad.

Flexible delivery

Deakin's postgraduate courses are designed to be flexible so you can study when and where it suits you. You don't have to be a full-time, on-campus student to gain a postgraduate qualification at Deakin. We offer a range of study options and modes to choose from, including off-campus study.

Find out what will best suit you in the *Choose how you study* section on page 90, or get in touch using the contact details at the back of this booklet.



David Foxley
Master of Business Administration, 2005
Toorak Campus (later incorporated into the Melbourne Burwood Campus)
Employed: Director of Building Development, Florey Neuroscience Institutes

David Foxley was a senior manager in a project management consulting company in Melbourne when he decided to undertake a Master of Business Administration at Deakin.

'I felt that I had progressed to a point in my career where an MBA would help me understand the complexities of the business environment I was working in,' says David.

A former British Army engineer, he had worked in Hong Kong before emigrating to Australia where, as well as working for the project management consultancy company, he also worked as a general manager at Melbourne Airport before taking his current job at the Florey Neuroscience Institutes.

His choice of Deakin was based upon the reception he received from staff when he attended

an expo at the Melbourne Town Hall – that and the fact Deakin took into account modules he had already completed in Hong Kong.

'I enjoyed the intellectual stimulation generally, and I particularly enjoyed the group work, exploring the various personalities, skills and strengths in order to get the best result – quite a challenge!'

'Altogether they seemed to be very flexible,' he says.

David says the MBA enabled him to bridge knowledge gaps he had in areas such as human resources, change management, finance

and accounting. He particularly enjoyed the interaction with the course lecturers.

'I enjoyed the intellectual stimulation generally, and I particularly enjoyed the group work, exploring the various personalities, skills and strengths in order to get the best result – quite a challenge!'

David adds that he found the staff and facilities excellent, and says the course was well structured and delivered in a flexible learning environment.

With the lectures mostly held after work hours, he recommends undertaking the course as an on-campus student.

'It was easier to learn by attending lectures and the group work was more motivating. Also, I met a lot of people who I might never have come into contact with otherwise.'

Business and Law study areas

Deakin's postgraduate courses in the Faculty of Business and Law cover a range of study areas, including accounting, arts and entertainment management, MBA, financial planning, human resource management, information security, international business, law, leadership, property and real estate, and sport management. Within these study areas, courses are offered at graduate certificate, graduate diploma and masters levels, as well as research degrees.

Accounting

A Deakin professional accounting qualification is versatile and highly sought after in the labour market. It gives students access to an extraordinary range of opportunities in Australia, and throughout the world.

We have a range of professionally-accredited units that can put you on the path to well-recognised industry programs such as the National Institute of Accountants (NIA), the Institute of Chartered Accountants in Australia (ICAA) and CPA Australia.

See page 12.

Arts and entertainment management

The arts and entertainment areas are booming, creating a demand for qualified graduates to manage festivals, mega-events, community events, facilities, publishing houses, music venues, performing arts, visual arts, film and video, radio and television, cultural heritage and museums, and communications technology organisations.

Our courses are structured within the framework of a business education, emphasising management, marketing and finance, with a series of industry-specific projects ideal for those working in the cultural industry. On successful completion of the Master of Arts and Entertainment Management you will be eligible to apply for membership of the Australian Institute of Arts Management (AIAM).

See page 17.

Business administration and MBA

The MBA heads the suite of Deakin's postgraduate courses in business administration, and is one of the most highly regarded MBA programs on offer. Deakin's MBA integrates a case-based teaching approach with the reality of business and professional practice. Deakin's MBA and MBA (International) are currently rated 5-Star by the Graduate Management Association of Australia, a nationally recognised professional association for graduates with MBA, DBA and other postgraduate business management qualifications in Australia.

Deakin offers a range of business administration courses at graduate certificate, graduate diploma and masters levels, with a number of specialisations, in areas such as management, environmental sustainability, health and human services management, business consulting and corporate management.

See page 19.

Commerce

Deakin's commerce program is designed for people with non-business qualifications who are looking to gain more knowledge and expertise in the business arena. However, those with an undergraduate degree in business also find the Master of Commerce effective for developing professional skills in other areas of business competence. Our Commerce courses are flexible with a range of specialist areas covering accounting, commercial law, financial planning, marketing and international trade and business, to name a few. Graduate certificate and graduate diploma are pathways into the Master of Commerce.

See page 36.

Financial planning

Deakin's financial planning courses are professionally oriented and are aimed at those aspiring to join the financial planning industry, as well as those currently employed in the industry. Our financial planning courses are recognised for entry into the Certified Financial Planner (CFP) program, which is offered by the financial planning Association of Australia. Deakin's postgraduate Financial Planning units are recognised by the Australian Securities and Investment Commission as meeting the training requirements as specified under RG146. The graduate certificate and graduate diploma are pathways into the Master of Financial Planning.

See page 43.

Human resource management

Human resource (HR) management is no longer regarded as the sole responsibility of a special department, with the work increasingly being integrated into mainstream managerial responsibilities. Deakin's HR management courses offer specialist units in change management, employment relations, business strategy and analysis, together with elective study options from the key business disciplines of marketing, management, accounting, economics, finance and information systems. The graduate certificate and graduate diploma are pathways into the Master of Human Resource Management.

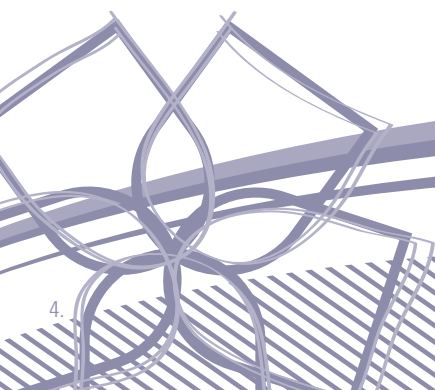
The Australian Human Resources Institute (AHRI) accredits Deakin's full suite of HR management courses.

See page 44.

Information security

Deakin's new course in information security provide graduates with the skills, knowledge and interdisciplinary understanding required for designing and managing an organisation's security requirements in today's dynamic global business environment. This includes an appreciation of the security aspects associated with information management, information technologies, system management, as well as the relevant legal obligations.

See page 47.



Information systems

An expansive view of information systems and electronic business has been taken to include the associated strategies, processes, technologies and human aspects for its application in a business and social context.

Deakin's information systems courses offers specialist, advanced studies in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant, complementary studies in business.

The graduate certificate and graduate diploma are pathways into the Master of Information Systems.

See page 48.

Insurance and risk management

The Master of Insurance and Risk Management provides specific education and professional accreditation for those employed in the general insurance sectors of the insurance industry.

Depending upon unit choice, completion of this course can meet the educational requirements of the Australian and New Zealand Institute of Insurance and Finance's Fellowship award. Similarly, depending upon unit choice, the course can also meet the Australian Securities and Investment Commission's (ASIC) core and specialist competencies at Tier 1 under RG146.

See page 52.

International business

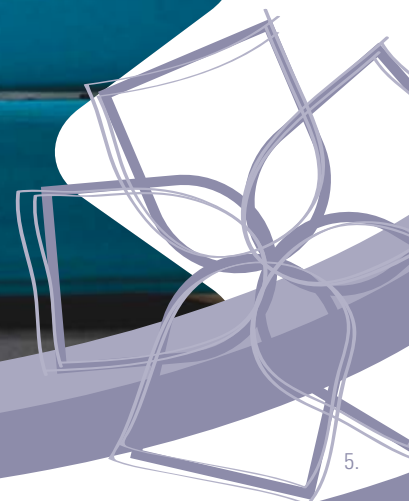
As business increasingly operates on a global scale there is a pressing need for enhanced management skills and knowledge appropriate to the internationalised environment. Managing the complexities of international trade and a diverse workforce are just some of the challenges facing organisations.

Our International Business courses provide an integrated perspective by combining units on economic and financial management with those dealing with strategy, marketing, law and international relations. Graduates of these courses develop the skills to manage in the global business environment wherever their international careers take them.

The graduate certificate and graduate diploma are pathways into the Master of International Business.

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➔ Continued on next page ...



Business and Law study areas

International finance

Specialist studies in international finance develop a professional capability in finance, with a particular emphasis on international trade and associated financial markets. For graduates already working in the finance industry it will improve their professional capabilities in a range of finance domains. For graduates without a background in finance it will provide advanced studies in financial markets and appropriate research methodologies.

Depending on unit choice, graduates of the Master of International Finance may gain membership of the Finance and Treasury Association (FTA), Financial Planning Association (FPA) and the Financial Services Institute of Australia (FINSIA).

See page 56.

Law

Deakin's postgraduate Law courses are designed for both those working in the legal profession and for those with a business background looking to gain knowledge in commercial law.

Our *Commercial Law* program is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly within Australia. Units cover key areas such as corporation law, income tax, international commercial law, internet law, corporate governance and trade practices. Students also have the opportunity to join our China Study Tour while studying Chinese Commercial Law.

In the Master of Commercial Law, students are introduced to legal research and writing, and have the opportunity to engage in independent research. Studies in commercial law will enhance students' capacity to deal with legal issues through an associated understanding of the broader corporate/policy issues.

The *Master of Laws* has a distinct orientation towards international commercial law and corporate regulation. It is designed for legal practitioners and others who wish to deepen their knowledge and understanding in these areas, especially those who wish to study online to accommodate their busy professional and personal lives. Study areas include international commercial law, corporate governance, international intellectual property, Chinese commercial law, competition law and internet law.

The Master of Laws is open to those who have a law degree or equivalent.

Our specialist course in *Financial Crime Control* develops an understanding of international financial crime and its impact on the law and on regulatory and corporate practices. The Graduate Certificate of Commercial Law (Financial Crime Control) is designed for current prospective regulators and corporate officers who wish to deepen their understanding of the complexities of financial crime and the key legal and other strategies employed to combat these offences.

See page 60.

Leadership

Leadership is important at every level of human organisation and may become more important than technical skills as you rise up the chain of command. Good leadership is highly valued. Technical skills are increasingly company specific and taught in-house, while leadership skills are highly portable.

The Master of Contemporary Leadership is a new degree that builds on Deakin's MBA experience to create a postgraduate program devoted to the development of your full leadership potential.

The course is designed with the learning needs of mid-career adults in mind. There is a heavy emphasis on learning from experience, through work-based projects and through intensive residential courses that provide a 'hot-house' learning environment.

See page 40.

Marketing

Deakin's postgraduate marketing courses comprise specialist, professional study for graduates who have not previously studied marketing. Students gain an understanding of the theoretical, practical and research frameworks that underpin marketing, and develop the research, strategy and communication skills crucial in each of the key areas of marketing. Specialist electives are also available in sports marketing, arts marketing and public relations.

The courses allow students to build skills in market research and data analysis, as well as in specialised areas such as customer service, online marketing and international marketing.

The graduate certificate is a pathway to the Master of Marketing.

See page 67.



Personal injury management

Deakin's personal injury management courses have been designed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations.

The courses combine specialist units in personal injury management and other units relevant to the work of those in the accident compensation industry. The program involves a combination of off-campus study and on-campus residential units.

The Personal Injury Management courses are administered by DeakinPrime, the University's corporate education arm. For more information, please phone 03 9918 9106 or email pimhelpdesk@deakinprime.com.

See page 69.

Property

The Graduate Diploma of Property has been designed for professionals such as architects, surveyors and construction managers looking to broaden their careers in the built environment and graduates with degrees in commerce, management or law disciplines wishing to move into property. Study areas include statutory valuation, sustainable construction, property investment, property law and practice, property development and advanced property valuation.

The Graduate Diploma of Property has been designed to satisfy the academic requirements for registration as a Certified Practising Valuer with the Australian Property Institute (API).

See page 72.

Retail management

The Australian retail industry is one of the most dynamic and complex areas in which to work. It is a leading industry in the economy, with more than 70 000 retailers throughout Australia operating 200 000 outlets generating annual sales turnover of over \$200 billion. Through the Graduate Certificate of Retail Management, Deakin University is active in developing the skills and knowledge of retail professionals, with teaching and research expertise in all core aspects of retailing, marketing manager and merchandise management.

See page 73.

Sport management

Sport management deals with the organisation and delivery of sport in its various manifestations at the elite, semi-elite and recreational levels. The principle focus of sport management, as an academic discipline, is in the preparation of managers with the skills to provide leadership and direction for sporting organisations. Deakin's sport management courses are offered within the framework of a business education, emphasising management, marketing and finance. A number of disciplines are drawn on, including sociology and psychology, to contribute to an understanding of sport in its broader social context and incorporating theories of leadership motivation and consumer behaviour.

The graduate certificate is a pathway to the Master of Business (Sport Management).

See page 74.



Why choose Deakin?

Flexible courses

You can study when, where, and how you like, and tailor your study around your work and lifestyle commitments. You may choose to undertake your entire course in off-campus mode, or combine on and off-campus study.

Flexible timing: the trimester system

Deakin now operates a trimester system with three 12-week study periods. Study in Trimester 3 is not compulsory – it just provides another option for study.

There are many advantages of the trimester system, including greater flexibility for you to plan study around work and lifestyle commitments, and flexibility for you to choose the pace at which learning proceeds.

The trimester system provides options to commence your course at different times of the year, to fast-track your study, or take time off from study to travel, work or balance study with family responsibilities. It enables you to speed up or slow down your study while still completing within the normal time frames of degree study.

Study support

Deakin has been at the forefront of innovative educational delivery for 30 years. It continues this tradition using new technologies as well as classroom activities to provide a rich set of learning resources for on-campus and off-campus students. As a result, all Deakin postgraduate students have access to the same range of high quality learning support options to make their study enjoyable and effective.

Online learning

We understand that self-paced online learning plays a major role in ongoing career development and we are proud of the delivery of our innovative, flexible online study options for postgraduate students. Online tutorials are available in many units in which students communicate with staff and other students in real time, no matter where they live across the globe.

Online learning includes:

- » Blackboard – the core learning management system used to deliver web-based course material and assessment tasks. It also facilitates communication and collaboration between students and staff.
- » eLive – a communication tool that allows participants to talk online in real time and share video presentations.
- » iLecture – an automated media capture system that can provide online access to video, audio and lecture recordings via streamed Quicktime files, podcasts and MP3 downloads.

Industry input

Deakin has strong partnerships with industry, involving collaborative activities with government bodies, public and private organisations, and other universities. These partnerships ensure that our courses remain relevant to industry and students learn from lecturers with specialist skills developed by their work with outside agencies, their research and community involvement.

Study tours

The Faculty of Business and Law offers you the opportunity to participate in domestic and international study tours. Completing a study tour gains you credit towards your degree without extending the length of your studies. International study tours integrate educational, cultural and practical experiences, placing your studies in an international context.

Pathways

Many of Deakin's postgraduate courses offer articulation pathways, meaning you can start in a graduate certificate program and gradually build to a master qualification. For example, completion of the Graduate Certificate of Accounting allows articulation into the Graduate Diploma of Accounting, Master of Professional Accounting, Master of Professional Accounting/Master of Commerce, Master of Accounting Information Systems or Master of Commerce, broadening your study options.

Credit for Prior Learning

The University aims to provide students with as much credit as possible for approved prior study or informal learning that exceeds the normal entrance requirements for the course and is within the constraints of the course regulations. See www.deakin.edu.au/buslaw/studentinfo for more information.

We value your experience

At Deakin, we believe work experience is a valuable asset, and that experience can be your first step along the qualification pathway. If you don't hold a bachelor degree, you can apply to use your relevant work experience as entry into one of our many graduate certificates. You might then continue on and complete a masters qualification to build your knowledge and enhance your career opportunities, or exit with a graduate certificate or graduate diploma. Whatever you choose, Deakin's flexible delivery is designed to make your study a little easier. See www.deakin.edu.au/buslaw/studentinfo for more information.

Scholarships

Deakin offers a variety of scholarships to help support you financially during your studies. General information about scholarships at Deakin is available at www.deakin.edu.au/scholarships. Further detail on scholarships for students enrolling in postgraduate research degrees at Deakin is available at www.deakin.edu.au/research/admin/scholarships.

Business and Law postgraduate coursework degrees

Course name	Course code	Years full time	Campus	Trimester intake options ²	Indicative 2011 annual fee FT ¹	Page
Accounting						
Graduate Certificate of Accounting	M506	0.5	B X	T1, T2, T3 ³	\$10 355	14
Graduate Diploma of Accounting	M696	1	B X	T1, T2, T3 ³	\$20 690	14
Master of Professional Accounting	M720	1.5	B X	T1, T2, T3 ³	\$20 740	12
Graduate Certificate of Chartered Accounting Foundations	M537	1 PT	X	T1, T2, T3	\$10 430	15
Arts and entertainment management						
Graduate Certificate of Arts and Entertainment Management	M519	0.5 (FT, T1 only)	X	T1, T2	\$10 305	18
Master of Arts and Entertainment Management	M735	1	X	T1, T2, T3	\$20 230	17
Business administration						
Graduate Certificate of Business Administration	M501	0.5	B X	T1, T2, T3	\$10 300	25
Graduate Diploma of Business Administration	M601	1	B X	T1, T2, T3	\$20 520	25
Master of Business Administration	M701	1.5	B X	T1, T2, T3	\$20 580	19
Graduate Diploma of Business Administration (International)	M631	1	B	T1, T2, T3	\$20 580	34
Master of Business Administration (International)	M731	1.5	B X	T1, T2, T3	\$20 580	30
Doctor of Business Administration	M901	3	B X	T1, T2, T3	\$20 580	26
Graduate Certificate of Business Administration (in conjunction with Engineering Education Australia)	M508	0.5	B X	T1, T2, T3	\$10 290	29
Graduate Diploma of Business Administration (in conjunction with Engineering Education Australia)	M608	1	B X	T1, T2, T3	\$20 580	29
Master of Business Administration (in conjunction with Engineering Education Australia)	M708	1.5	B X	T1, T2, T3	\$20 770	28
Graduate Certificate of Business Administration (in conjunction with Chartered Institute of Management Accountants)	M541	0.5	B X	T1, T2, T3	\$10 290	27
Master of Business Administration (in conjunction with Chartered Institute of Management Accountants)	M741	1.5	B X	T1, T2, T3	\$20 570	27
Graduate Certificate of Business Consulting	M517	0.5 (FT, T1 only)	B	T1, T2, T3	\$10 290	34
Graduate Certificate of Corporate Management	M507	0.5	B X	T1, T2, T3	\$10 295	35
Graduate Diploma of Management	M607	1	B X	T1, T2, T3	\$20 580	35
Commerce						
Graduate Certificate of Commerce	M516	0.5	B X	T1, T2, T3	\$10 300	39
Graduate Diploma of Commerce	M616	1	B	T1, T2, T3	\$20 730	39
Master of Commerce	M705	1.5	B X	T1, T2, T3	\$20 580	36
Contemporary leadership						
Graduate Certificate of Contemporary Leadership	M538	1 PT	B X	T2	\$10 290	42
Graduate Diploma of Contemporary Leadership	M638	1	B X	T2	\$20 580	42
Master of Contemporary Leadership	M738	1.5	B X	T2	\$20 580	40

➔ Continued on next page ...

Business and Law postgraduate coursework degrees

Course name	Course code	Years full time	Campus	Trimester intake options ²	Indicative 2011 annual fee FT ¹	Page
Financial planning						
Graduate Certificate of Financial Planning	M540	0.5	B X	T1, T2	\$10 290	43
Graduate Diploma of Financial Planning	M640	1	B X	T1, T2	\$20 760	43
Master of Financial Planning	M740	1.5	B X	T1, T2	\$20 690	43
Human resource management						
Graduate Certificate of Human Resource Management	M515	1 PT	X	T1, T2	\$10 290	46
Graduate Diploma of Human Resource Management	M615	2 PT	X	T1, T2, T3	\$20 580	46
Master of Human Resource Management	M782	3 PT	X	T1, T2, T3	\$20 580	44
Information security						
Master of Information Security	M781	1	B X	T1, T2, T3	\$20 570	47
Master of Networking and Security	S781	1.5	B	T1, T2	\$19 950	47
Information systems						
Graduate Certificate of Information Systems	M522	0.5 (FT, T2 only)	B X	T1, T2, T3	\$9975	51
Graduate Diploma of Information Systems	M622	1	B X	T1, T2, T3	\$19 950	50
Master of Information Systems	M722	1.5	B X	T1, T2, T3	\$19 940	48
Insurance and risk management						
Graduate Certificate of Insurance and Risk Management	M573	1 PT	X	T1, T2	\$10 290	52
Master of Insurance and Risk Management	M773	1	X	T1, T2	\$20 640	52
International business						
Graduate Certificate of International Business	M572	0.5 (FT, T1 only)	B X	T1, T2, T3	\$10 290	55
Graduate Diploma of International Business	M651	1	B X	T1, T2, T3	\$20 610	55
Master of International Business	M723	1.5	B X	T1, T2, T3	\$20 280	55
International finance						
Graduate Diploma of International Finance	M630	1	B X	T1, T2, T3 ³	\$20 580	58
Master of International Finance	M730	1.5	B X	T1, T2, T3 ³	\$20 580	57
Graduate Certificate of Finance	M530	0.5	B X	T1, T2, T3 ³	\$10 290	58
Law						
Graduate Certificate of Commercial Law	M525	0.5	B X	T1, T2, T3	\$10 920	63
Graduate Certificate of Commercial Law (Financial Crime Control)	M584	1 PT	X	T1, T2, T3	\$10 710	63
Master of Commercial Law	M725	1	B X	T1, T2, T3	\$21 260	60
Master of Laws	M726	1	B X	T1, T2, T3	\$21 350	64
Marketing						
Graduate Certificate of Marketing	M528	0.5	B X	T1, T2, T3	\$10 300	68
Master of Marketing	M728	1	B X	T1, T2, T3	\$20 390	67

KEY

- 3** Course duration in years
- PT** Part time
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- W** Warrnambool Campus
- X** Off campus

Course name	Course code	Years full time	Campus	Trimester intake options ²	Indicative 2011 annual fee FT ¹	Page
Personal injury management						
Graduate Certificate of Management (Personal Injury)	M534	1 PT	X	T1, T2, T3	\$10 190	70
Graduate Diploma of Management (Personal Injury)	M634	2 PT	X	T1, T2, T3	\$20 580	70
Master of Management (Personal Injury)	M734	3 PT	X	T1, T2, T3	\$20 490	69
Master of Business (Personal Injury)	M736	2 PT	X	T1, T2, T3	\$19 480	71
Property						
Graduate Diploma of Property	M633	1	X	T1, T2	\$20 570	72
Retail management						
Graduate Certificate of Retail Management	M544	1 PT	B X	T1, T2, T3	TBC	73
Sport Management						
Graduate Certificate of Business (Sport Management)	M518	1 PT	B X	T1, T2	\$10 290	74
Master of Business (Sport Management)	M718	2	B X	T1, T2, T3	\$20 760	74
Combined courses						
Master of Business Administration (International)/ Master of Commerce	D708	2	B X	T1, T2, T3	\$20 530	76
Master of Business Administration (International)/ Master of Information Systems	D711	2	B X	T1, T2, T3	\$20 330	76
Master of Business Administration (International)/ Master of International Finance	D712	2	B X	T1, T2, T3	\$20 590	77
Master of Business Administration (International)/ Master of Professional Accounting	D709	2	B X	T1, T2, T3	\$20 630	77
Master of Information Technology/Master of Commerce	D750	2	B X	T1, T2	\$20 110	78
Master of Information Technology/ Master of Information Systems	D751	2	B X	T1, T2	\$19 950	79
Master of Information Technology/ Master of Business Administration (International)	D754	2	B X	T1, T2	\$20 370	80
Master of International Finance/ Master of Professional Accounting	D707	2	B X	T1, T2, T3	\$20 520	81
Master of Politics and Policy/ Master of Business Administration	D720	2	X	T1, T2, T3	\$15 600	82
Master of Professional Accounting/Master of Commerce	D706	2	B X	T1, T2, T3	\$20 790	83
Related courses						
Master of Health and Human Services Management	H746	1.5	B X	T1, T2	\$19 140	84

Important notes:

Information correct at June 2011, Deakin University reserves the right to alter, amend or delete course offerings and other information listed.

1 Fees quoted are for Australian domestic students and should be used as a guide only. Fees are based on a typical enrolment in one year of full-time study. All fees quoted are for Fee-Paying Places, unless indicated CSP (Commonwealth Supported Place). Actual tuition fee charged may depend on the units studied and are subject to change. Masters program students please note: where the length of the masters program is 12 units or 1.5 years of full-time study equivalent, the indicative fee may not be a full fee for the course. For more fee information, including information about the FEE-HELP loan program and how you can defer your payments, see page 94 or visit www.deakin.edu.au/fees.

2 Most courses start in Trimester 1. This column indicates whether you have the option of commencing your studies in Trimester 2 or Trimester 3. Not all units are offered in every trimester.

PT = Part time

FT = Full time

CSP = Commonwealth Supported Place

FPP = Fee-Paying Place

T1 = Trimester 1

T2 = Trimester 2

T3 = Trimester 3

Coursework degrees

Accounting

Pathways to professional accounting qualifications for graduates of any discipline.

Our accounting courses cater for students who require a full professional accounting qualification, as well as for those who seek knowledge in accounting and related fields to complement their overall management knowledge and expertise.

By selecting the right combination of units in one of the professionally accredited courses you will be eligible to join in the programs of Chartered Professional Accountants (CPA) Australia, the Institute of Chartered Accountants in Australia (ICAA) and the National Institute of Accountants (NIA).

Career opportunities

Our courses provide students with the skills, technical knowledge and understanding required in accounting and finance, and their application within the broader world of business. Major international accounting firms, investment banks and virtually every area of business and government are seeking accounting graduates with internationally recognised professional qualifications.

International finance study tour

Travel to the financial capitals of the world and gain credit towards your degree. Hong Kong, Tokyo, New York, Zurich or London could be on the itinerary. During November and December students are offered two units in intensive, on-campus mode.

In order to participate in the International Finance study tour, students will be required to study at least one of the two finance units offered. The study tour comprises on-campus academic studies augmented by an overseas tour with a series of structured guest presentations by financial institutions, corporations, multilateral government authorities and regulators in major and developing global financial centres.

Master of Professional Accounting

1.5 **B** **X** Course code: M720. CRICOS code: 055181B

Admission requirements: A bachelors degree or equivalent.

Deakin's Master of Professional Accounting is designed to provide you with the skills, technical knowledge and understanding required in accounting and finance and their application within the broader business world.

It enables graduates of any discipline to complete a professional masters degree in the shortest possible time (1.5 years of full-time study). Upon graduation you are eligible for entry as an associate member of CPA Australia, and meet the educational requirements for entry into the CA program of the Institute of Chartered Accountants in Australia (ICAA).

This course is ideal if you require a full professional accounting course, or seek knowledge in accounting and related fields to complement your overall management knowledge and expertise.

Course structure

You must complete 12 credit points of study comprising eight core units and four elective units.

Core units

MAA703 Accounting for Management ¹²
MAA716 Financial Accounting ¹²
MAA725 Advanced Accounting Principles and Practice ¹²
MAA753 Professional Research and Analysis for Accountants
MAA763 Professional Accounting Reporting and Practice
MLC707 Commercial and Corporations Law ¹²
MPA701 Accounting ¹²
MPF753/MPT753 Finance ^{#12}

Elective units

Plus 4 credit points of units from:

MAA705 Corporate Auditing ²³
MAA744 Strategic Management Accounting
MLC703 Principles of Income Tax Law ²³
MPE781 Economics for Managers ¹
MPM701 Business Process Management ¹
or units from the *Master of International Finance* and the *Master of Financial Planning*.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Notes :

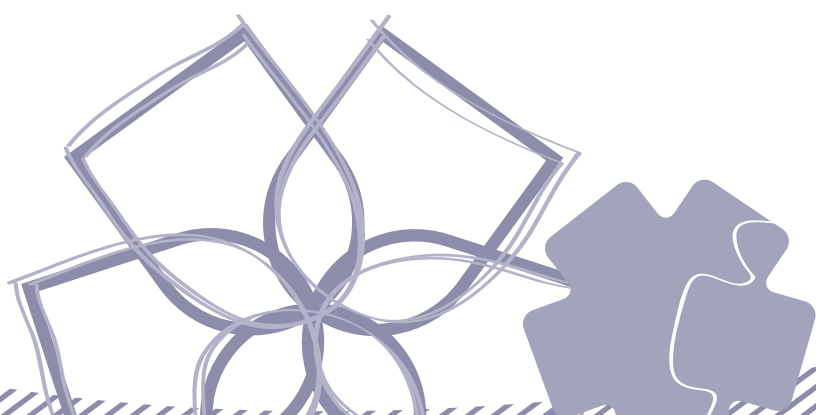
- 1 Required by CPA Australia for Associate (foundation level) Membership.
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

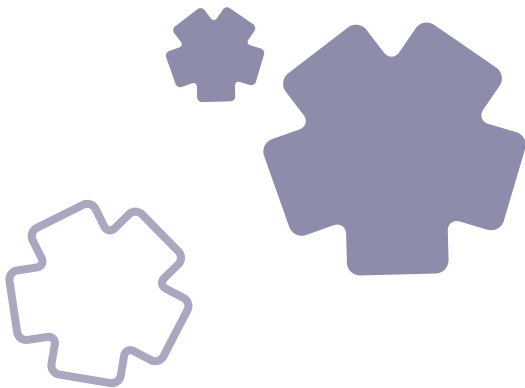
Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

MPT code denotes study tour version of the unit.



KEY

- 3** Course duration in years
- PT** Part time
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- W** Warrnambool Campus
- X** Off campus



•STUDENT•
PROFILE

Kathy Chiha
Master of Professional Accounting, 2010
Melbourne Burwood Campus
Employed: Business Centre Manager,
Faculty of Business and Economics,
University of Melbourne

She started her career with a science degree, but Kathy Chiha has used a Master of Professional Accounting from Deakin as a lever to a top job in finance. Kathy is the Business Centre Manager for the Faculty of Business and Economics at the University of Melbourne.

Kathy has worked in finance and accounting, thanks largely to a major in maths in her undergraduate degree. 'Because of the maths, I got a job in financial markets,' she says. 'Originally, I was going to be a teacher, but I turned to finance and business.' A successful career in the finance sector took Kathy to New York and London, where she worked in futures trading, then to the futures exchange in Sydney. She then decided a Master of Business Administration (MBA) would be beneficial. 'I worked on the operational side so I became interested in how businesses are run,' she says.

Having decided to take on a second masters before completing her first, Kathy endured a hectic six weeks in which she was enrolled in both. Having moved to Melbourne, Kathy chose Deakin partly because the location of the

Melbourne Burwood Campus was convenient, but also because of the credits awarded for her MBA.

'Deakin gave me more credit for those than any other universities. It was nice to know I only needed one more year to get a second masters degree.'

'When doing the MBA I realised that accounting was my thing, so I did a lot of accounting subjects,' she says. 'Deakin gave me more credit for those than any other universities. It was nice to know I only needed one more year to get a second masters degree.'

She had also inquired among colleagues in the accounting field. 'I asked people I worked with and they said 'Deakin is the place to go'. They knew it was a practical course with good professional content.'

Kathy completed the course off campus, using a combination of the notes sent to her, lectures downloaded to her iPod, and attending the summary lectures provided at the end of each term. The course content has definitely

contributed to her attaining her present job, she says. 'I think it had a lot to do with having done my masters. I am looking after finance, HR, IT and research support and, because of the masters, I can understand how all of the finance, accounting and budgets work.'

Gaining good results throughout the course also helped secure her latest position, Kathy says. But she attributes that to enjoying the content. 'When you enjoy a subject you tend to work harder and get good results, then those good results encourage you to work harder,' she says. 'It is self-perpetuating, because the harder you work, the better you do and the more you enjoy it.'

Although Kathy worked hard juggling her study with full-time work and a family, she would encourage others to follow her lead by studying in their vocational field. 'When you have been working in it but don't have the theoretical knowledge behind you, it is good to crystallise it,' she says. 'I now know what theories and formulas to use.' There are also times when her knowledge applies to everyday life, she adds. 'Like the budget that everyone has.'

Coursework degrees

Graduate Diploma of Accounting

1 B X Course code: M696. CRICOS code: 018315M

Admission requirements: A bachelors degree or equivalent.

Deakin's Graduate Diploma of Accounting provides you with the opportunity to undertake graduate studies towards applying for associate membership of CPA Australia or entry into the Institute of Chartered Accountants in Australia to undertake the CA Program.

Completion of this course allows articulation into the Master of Professional Accounting, Master of Professional Accounting/Master of Commerce or the Master of Commerce.

Course structure

You must complete 8 credit points of study comprising 6 credit points of core units and 2 credit points of elective units.

Core units

MAA703 Accounting for Management¹²

MAA716 Financial Accounting¹²

MAA725 Advanced Accounting Principles and Practice¹²

MLC707 Commercial and Corporations Law¹²

MPA701 Accounting¹²

MPF753/MPT753 Finance^{12#}

Plus 2 credit points of units from:

MAA705 Corporate Auditing²³

MLC703 Principles of Income Tax Law²³

MPE781 Economics for Managers¹

MPM701 Business Process Management¹

or units from the *Master of Professional Accounting*, *Master of International Finance* and the *Master of Financial Planning*.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Notes :

- 1 Required by CPA Australia for Associate (foundation level) Membership.
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Accounting

0.5 B X Course code: M506. CRICOS code: 018307M

Admission requirements: A bachelors degree or equivalent.

Deakin's Graduate Certificate of Accounting provides a sound foundation in the key areas of professional accounting.

It allows articulation into the Graduate Diploma of Accounting, Master of Professional Accounting, Master of Professional Accounting/Master of Commerce or Master of Commerce.

Course structure

You must complete 4 credit points of study.

Select at least 2 credit points of units from:

MAA703 Accounting for Management¹²

MAA716 Financial Accounting¹²

MAA725 Advanced Accounting Principles and Practice¹²

MPA701 Accounting¹²

MPF753/MPT753 Finance^{12#}

Plus 2 credit points of units from*:

MAA705 Corporate Auditing²³

MLC703 Principles of Income Tax Law²³

MLC707 Commercial and Corporations Law¹²

MPE781 Economics for Managers¹

MPM701 Business Process Management¹

* Or any unit(s) not previously studied as listed in the Graduate Certificate of Accounting.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Notes :

- 1 Required by CPA Australia for Associate (foundation level) Membership.
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

KEY

- 3** Course duration in years
- PT** Part time
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- X** Off campus

Graduate Certificate of Chartered Accounting Foundations

1 PT X Course code: M537

Admission requirements: A bachelors degree or equivalent in a non-accounting discipline.

Deakin's Graduate Certificate of Chartered Accounting Foundations provides specialist knowledge and skills in areas relevant to the professional practice of accounting. The course prepares non-accounting graduates for entry into the Institute of Chartered Accountants in Australia's Graduate Diploma in Chartered Accounting. It is designed as a broad pathway for employees of chartered accounting firms and those interested in pursuing a career in chartered accounting.

Course structure

You must complete 4 credit points of study, comprising eight core units worth 0.5 credit points each.

- MAA774 Management Accounting
- MAA775 Auditing
- MAA776 Financial Accounting 1
- MAA777 Financial Accounting 2
- MAA778 Financial Accounting 3
- MAF721 Finance
- MLC711 Commercial and Corporations Law
- MLC712 Taxation



FOR MORE INFORMATION VISIT
www.deakin.edu.au/aef



*Celia Welch
Master of Arts and Entertainment Management,
Deakin University, 2010
Employed: Event Services Supervisor –
Clocktower Centre, Melbourne*

After seven years working in a variety of roles for organisations including the Melbourne Theatre Company, the Sydney Festival, Orchestra Victoria, and The Arts Centre, Celia Welch decided to supplement her career with postgraduate study. She chose a masters degree in Arts and Entertainment Management with Deakin's Faculty of Business and Law.

Celia, who is the Event Services Supervisor at the Clocktower Centre (a cultural facility in Melbourne), says she chose Deakin because of its excellent industry reputation and flexible study options.

'It allowed me to combine study with the sometimes 'unsociable' hours of the performing arts and events industry. The curriculum also provided a breadth of tuition in the important business areas of marketing, law, finance and human resources.'

Discovering the 'substantial body of academic

literature about arts management' provided an important link between Celia's studies and career, she says.

'I now find that reading widely and reflecting on an intellectual level about my work is vital to sustaining the motivation that I require to perform consistently at a high intensity.'

'It was significant not only for completing the course, but also for continuing my professional development. I now find that reading widely and reflecting on an intellectual level about my work is vital to sustaining the motivation that I require to perform consistently at a high intensity.'

While Celia enjoyed the academic rigour of the course, she says managing full-time work with a heavy study load required commitment and discipline.

'Fortunately, it was interesting and pertinent to my everyday work. And Deakin's Faculty and staff were instrumental in maintaining my enthusiasm for study over the four-year period. Their individual scholarly achievements, including publications, confirmed the course's excellent reputation in the industry and inspired me to learn as much from them as I could during my studies,' she says.

Celia has already enjoyed many highlights in her career but says it's hard to trump working at the AFL Grand Final.

'Being out on the MCG when the crowd roars as the siren signals that the AFL Grand Final is just about to start, is exhilarating – as is the adrenaline rush of knowing your work is seen by 100 000 people in the stadium as well as millions via the live television broadcast.'

Coursework degrees

Arts and entertainment management

Deakin's arts and entertainment management courses provide a business education, emphasising management, marketing and finance skills.

These skills are vital for the success of cultural organisations today, as they face challenges of new funding requirements, the increasing scale of events as highly commercialised mass entertainment, and the increasing international reach of the industry.

The Helen Macpherson Smith arts and entertainment management Scholarships are available to encourage students to pursue study in the arts and entertainment management field.

For more information please visit the School web site:
www.deakin.edu.au/buslaw/management-marketing/aem

Master of Arts and Entertainment Management

1 **x** Course code: M735. CRICOS code: 054578M

Admission requirements: A four-year bachelors degree or equivalent, or a three-year bachelors degree or equivalent and a minimum two years relevant professional, or managerial experience in an arts or entertainment environment. Alternative admission is available on completion of the Graduate Certificate of Arts and Entertainment Management.¹

The arts and entertainment areas are booming, creating a demand for qualified graduates to manage festivals, mega-events, community events, facilities, publishing houses, music venues, performing arts, visual arts, film and video, radio and television, cultural heritage and museums, and communications technology organisations.

Deakin's course is structured within the framework of a business education, emphasising management, marketing and finance, with a series of industry-specific projects ideal for those working in the cultural industry.

On successful completion of the Master of Arts and Entertainment Management, you will be able to apply for membership of the Australian Institute of Arts Management (AIAM).

Course structure

You must complete 8 credit points of study, comprising 4 credit points of core units and 4 credit points of elective units.

Core units

MMK792 Arts Marketing
MMM790 Arts Management
MMM793 Managing Cultural Projects and Events
MPA751/MPR751 Financial Reporting and Analysis*

Elective units

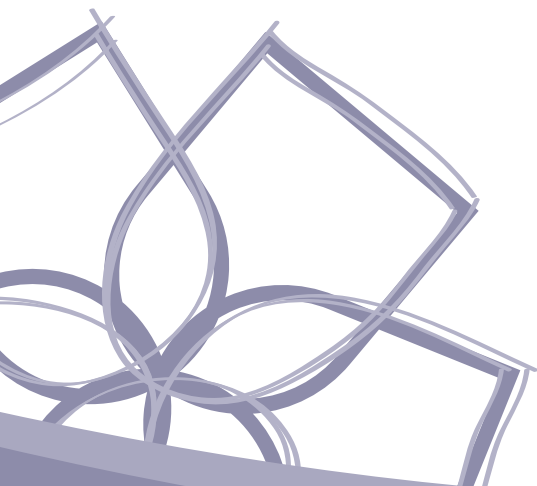
Select 4 credit points of units from:

ACE701 Developing Arts Audiences
AIM704 Heritage and Sustainable Cultural Tourism
MLC771 Law for Managers
MMK737 Online Marketing
MMM796 Managing Arts in Community Settings
MMM799 Arts Fundraising and Sponsorship
MPA711 Corporate Governance and Ethics
MPI700 Postgraduate Internship
MPM703 Business Strategy and Analysis
MPM722/MPT722/MPR722 Human Resource Management**
MPR705 Entrepreneurship (Residential)

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

¹ Students articulating from the Graduate Certificate of Arts and Entertainment Management will not receive any Credit for Prior Learning into the Master of Arts and Entertainment Management for units completed.



Coursework degrees

Graduate Certificate of Arts and Entertainment Management

0.5 X Course code: M519 (Full time in Trimester 1 only)

Admission requirements: A bachelors degree or diploma, or five years of relevant work experience in an arts or entertainment environment.

This course aims to provide an understanding of the functions and principles of management as it applies to the arts and entertainment industry. You will gain an overview of the cultural industry and how arts and entertainment management is delivered in Australia and its links with international governing bodies.

You will also develop necessary skills to provide leadership and direction for the arts in Australia, to contribute to the growing internationalisation of the arts and the potential impact on Australia's ability to attract major cultural events. If you successfully complete the Graduate Certificate of Arts and Entertainment Management you will be eligible for entry into the Master of Arts and Entertainment Management or the Master of Business Administration (with credit for units completed).

Course structure

You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

Core units

MMM790 Arts Management
MMK792 Arts Marketing

Elective units

MLC771 Law for Managers
MMM793 Managing Cultural Projects and Events
MMM796 Managing Arts in Community Settings
MMM799 Arts Fundraising and Sponsorship
MPA751/MPR751 Financial Reporting and Analysis*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/arts-management



KEY

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- X** Off campus

Business administration

The Deakin MBA is currently rated 5-Stars by the Graduate Management Association of Australia www.gmaa.asn.au.

Deakin's distinctive MBA is one of Australia's premier business education programs.

For 30 years, the Deakin MBA has been offering relevant skills, contemporary knowledge and real experience, while developing the business leaders of tomorrow.

Coherent themes of teamwork, sustainability, globalisation, and social and regulatory responsibility run through the entire MBA program. The focus is on profit with principles, which means graduates understand the importance of ethical behaviour and sustainable decision-making. The program content is informed by research, scholarship and industry engagement.

Real learning experiences

The Deakin MBA program is renowned for its experiential learning opportunities.

Innovative teaching techniques include our intensive Residential Units where you can fast track your course unit with group networking opportunities and training visits by industry experts. You can also choose to enrich and diversify your program with study tours offered in Australia, China, India and Europe.

The Deakin MBA may be undertaken in any combination of full-time or part-time study and in any combination of off-campus, on-campus, residential and overseas study modes. Whatever you choose the Deakin MBA is designed to be a stimulating and satisfying study experience.

The MBA is accessible to people anywhere in the world who have access to an internet connection through which they can interact with staff and fellow students.



Master of Business Administration

1.5 B X Course code: M701. CRICOS code: 035037J

Admission requirements: A bachelors degree and a minimum of two years of relevant work experience, or completion of the Graduate Diploma of Business Administration or Graduate Certificate of Business Administration. Applicants are required to submit a full and detailed resume.

The Deakin MBA is one of the most highly regarded MBA programs on offer. It integrates a case-based teaching approach with the reality of business and professional practice.

Specialisations are available in accounting, arts and entertainment management, business consulting, corporate governance, electronic business, enterprise security management, environmental sustainability, finance, financial planning, health and human services management, human resource management, information systems management, information systems project management, innovation, insurance and risk management, international trade and business, law, leadership and communication, marketing, project-based management, public management, research project, retail management, strategy and planning and supply chain management.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units, including either one specialisation as listed or selected from the range of specialisations and general elective units. Students must complete at least 4 credit points of units from the core at Deakin.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPE781 Economics for Managers
 MPM701 Business Process Management
 MPR706/MPM706 Strategic Management*
 MPR721/MPM721 Organisational Behaviour*
 MPR732/MPK732 Marketing Management*
 MPT753/MPF753 Finance*

Plus one unit from:

MPM712 Managing Innovation
 MPT722/MPR722/MPM722 Human Resource Management**
 MPT735/MPM735 International Business Management#

Elective units

The remaining 4 credit points may be selected in one specialisation as listed or you may choose any units from the range of specialisations including the general elective unit listed below.

General elective unit

MPM702 Audacious Leadership^
 MPM704 Managing for Environmental Sustainability

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

^ The cost for this experiential unit is in addition to the tuition fees.

➔ Continued on next page ...

Coursework degrees

Specialisations

Not all specialisations are available in all modes or trimesters of study.

Accounting

MPA701 Accounting

MPA751/MPR751 Financial Reporting and Analysis*

Plus 2 credit points of units from:

MAA703 Accounting for Management

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

Arts and entertainment management

Select 4 credit points of units from:

MMK792 Arts Marketing

MMM790 Arts Management

MMM793 Managing Cultural Projects and Events

MMM796 Cultural and Community Planning

MMM799 Arts Fundraising and Sponsorship

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

Business consulting

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:

MLM706 Corporate Governance

MPA711 Corporate Governance and Ethics

MPK701 Research Design and Analysis

MPK711 Strategic Customer Service

MPM701 Business Process Management

MPM712 Managing Innovation

MPR705 Entrepreneurship*

MSC756 Project Management

MMH707 Managing Transitions and Change

or

MPR707 Change Management*

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

Corporate governance

MLM706 Corporate Governance

MPA711 Corporate Governance and Ethics

MPA751/MPR751 Financial Reporting and Analysis*

Plus one unit from:

AIP777 Accountability and Corporate Social Responsibility

MAF754 Enterprise Risk Management

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MSC755 Risk Management for Business Information Systems

MPM722/MPT722/MPR722 Human Resource Management**

Electronic business

MSC752 eBusiness Strategies

MSC767 Business Security Management

Plus one unit from:

MPC701 Information Systems for Business

MPM701 Business Process Management

Plus one unit from:

MMK737 Online Marketing

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MSC768 Knowledge Management

MSQ791 Data Analysis for Managers

Enterprise security management

Select 4 credit points of units from:

MLM770 Law and the Internet

MLM786 Electronic Crime

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MSC755 Risk Management for Business Information Systems

MSC767 Business Security Management

Environmental sustainability

MPM704 Managing for Environmental Sustainability

SLE721 Policy and Planning for Sustainable Development

Plus 2 credit points of units from:

AIP740 Public Policy Analysis

AIP748 Intergovernmental Relations

AIP773 Governance and Accountability

AIP777 Accountability and Corporate Social Responsibility

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

SLE725 Environmental Management Systems

or an alternative unit upon prior written approval of the Course Team Chair.

Finance

Select 4 credit points of units from:

MAF702 Financial Markets

MAF703 Applied Corporate Finance

MAF704 Treasury and Risk Management

MAF707 Investments and Portfolio Management

MAF754 Enterprise Risk Management

MPT753/MPF753 Finance*

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

➔ **Continued on page 22**

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



Jill Kokinos
Bachelor of Secondary Education, Rusden
(later incorporated into Deakin University), 1984
Currently: Master of Business Administration, Deakin University
Off campus
Employed: General Manager, BJH Controls

Nine nights battling the west coast of Tasmania in a sailing boat taught Jill Kokinos a lot about herself and her leadership skills. 'I had no sailing experience and we had three watch groups responsible for sailing the boat,' Jill says of her participation in the Audacious Leadership program she completed as part of her Deakin Master of Business Administration (MBA). 'Crossing Bass Strait at night when it was extremely rough, and living in confined conditions, you learn a lot about how far you can push yourself,' she says. The program also allowed Jill to see a lot of different leadership styles. 'I could see what works well and I will change some things about my own leadership style because of that. It was an amazing experience,' she says.

The four residential units that will make up Jill's MBA have also proved a huge bonus. 'Change Management and Management Communications, in particular, have brought some life changing moments. They were all based on experiential learning and have been absolutely brilliant.' She has also embraced the opportunity

to learn from other residential participants. 'They (residentials) tend to be full of mature-age students from all around Australia with a lot of experience in business. It is a huge melting pot of ideas and is fantastic fun.'

'I have been fully motivated to continue all the way through it. I have even been thinking about what I could study next.'

Originally a secondary school physical education teacher, Jill later combined raising children with working in her family's commercial joinery business. Her journey with BJH Controls, an engineering service to the manufacturing sector, began when she was employed as a part-time book keeper. But, by 2007, she had moved to a full-time position, accrued much more responsibility, and was appointed as Business Manager. Soon after commencing her MBA, Jill took on the position of General Manager.

As well as being able to study off campus, a strong factor in Jill choosing the Deakin course

was the opportunity to exit at graduate certificate or graduate diploma stage if she lacked the time or motivation to continue, she says. 'Because I was going back to study in my 40s, I wasn't sure how I would find the time, or how motivated I would be.' But she soon found the desire to keep going was never a problem. 'I have been fully motivated to continue all the way through it. I have even been thinking about what I could study next,' she says.

As well as the satisfaction of achieving the qualification, Jill says she is experiencing many advantages of doing the MBA. 'I am responsible for all the non-technical aspects of running the business so I liaise with bank managers, accountants and lawyers, and deal with staff issues,' she explains. 'It affirms the way you are doing things and gives you confidence to know you are using best practice. And when you are dealing with people outside the business who are experts in their field, you know you are using the right terminology. The course was a lot of fun as well – it has been great for me,' Jill says.

Coursework degrees

Financial planning

Select 4 credit points of units from:

MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Introduction to Financial Planning
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

Students should consult with the Financial Planning Association or their web site for professional recognition or regulation guide RG146. Students seeking professional recognition may be required to undertake an additional unit.

Health and human services management

Select 4 credit points of units from:

HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
HSH703 Health Promotion
HSH739 International Perspectives on Health Policy and Planning
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project

Human resource management

MMH706 Advanced Human Resource Management
MPM722/MPT722/MPR722 Human Resource Management**

Plus 2 credit points of units from:

MMH709 Employment Relations for Organisational Effectiveness
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MSC768 Knowledge Management
MMH707 Managing Transitions and Change

or

MPR707 Change Management*

Information systems management

MSC754 Information Systems Business Analysis
MSC770 Information Systems and Global Issues

Plus one unit from:

MPC701 Information Systems for Business
MPM701 Business Process Management

Plus one unit from:

MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MSC755 Risk Management for Business Information Systems
MSC767 Business Security Management

Information systems project management

Select 4 credit points of units from:

MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MSC755 Risk Management for Business Information Systems
MSC756 Project Management
MSC770 Information Systems and Global Issues
MPC701 Information Systems for Business

or

MPM701 Business Process Management

Innovation

MPM712 Managing Innovation

Plus 3 credit points of units from:

MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK711 Strategic Customer Service
MPM701 Business Process Management
MPM715 Management and Organisational Consulting
MPR705 Entrepreneurship*
MPR707 Change Management*
MSC756 Project Management
SEB711 Developing and Managing Innovation
SEB712 Managing Complex Projects
SLE720 Risk Assessment and Control

Insurance and risk management

MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:

MAF754 Enterprise Risk Management
MPS703 Reinsurance
MPS707 Life Risk
MPS708 General Insurance

International and community development

Select 4 credit points of units from:

AID714 Gender and Development
AID733 The Economic Development Record
AID734 Approaches to Political Development
ASD704 Community Development Theory and Practice A
ASD705 Community Development Theory and Practice B
ASD715 Cross Cultural Communication and Practice

International trade and business

Select 4 credit points of units from:

MAA716 Financial Accounting
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPI701 Business Practicum (2 credit points)
MPI702 Applied Business Project
MPK736 International Marketing
MPT735/MPM735 International Business Management*

Law

MLC771 Law for Managers

Plus 3 credit points of units from:

MLC703 Principles of Income Tax Law
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM721 International Competition Law and Policy
MLM731 Corporations Law
MLM740 International Commercial Law
MLM782 Indian Law
MLM785 International Law
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing
MPI701 Business Practicum (2 credit points)~
MPI702 Applied Business Project

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus**Leadership and communication**

MPR721/MPM721 Organisational Behaviour*

MPR703 Management Communication*

MPR705 Entrepreneurship*

Plus one unit from:

MMH707 Managing Transitions and Change

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPM702 Audacious Leadership[^]

MPR707 Change Management *

Marketing

Select 4 credit points of units from:

MMK733 Strategic Marketing

MMK737 Online Marketing

MMK751 Services Marketing

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPK701 Research Design and Analysis

MPK712 Advertising and Consumer Behaviour

MPK736 International Marketing

MPK711 Strategic Customer Service

MPR732/MPK732 Marketing Management*

Project-based management

MSC756 Project Management

Plus 3 credit points of units from:

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MSC768 Knowledge Management

SEB712 Managing Complex Projects

MMH707 Managing Transitions and Change

or

MPR707 Change Management*

Public management

Select 4 credit points of units from:

AIP740 Public Policy Analysis

AIP748 Intergovernmental Relations

AIP773 Governance and Accountability

AIP777 Accountability and Corporate Social Responsibility

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

Research project

Select 4 credit points of units from:

MPI701 Business Practicum (2 credit points)

MPK701 Research Design and Analysis

MPP701 Research Project 1a

MPP703 Research Project 2 (2 credit points)

Retail management

MPM705 Retailing

MPM716 Merchandise Management

MPK732/MPR732 Marketing Management*

Plus one unit selected from:

MMK737 Online Marketing

MPK711 Strategic Customer Service

MPM712 Managing Innovation

MPK712 Advertising and Consumer Behaviour

MPM701 Business Process Management

MPM715 Management and Organisational Consulting

MPM721/MPR721 Organisational Behaviour

MPM722/MPR722/MPT722 Human Resource Management**

MSC753 eBusiness and Supply Chain Management

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

Strategy and planning

MPR706/MPM706 Strategic Management*

Plus 3 credit points of units from:

MMH706 Advanced Human Resource Management

MMM792 Operations Management

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPR705 Entrepreneurship*

MMH707 Managing Transitions and Change

or

MPR707 Change Management*

Supply chain management

MSC753 eBusiness and Supply Chain Management

MSC795 eBusiness Processes

Plus one unit from:

MPC701 Information Systems for Business

MPM701 Business Process Management

Plus one unit from:

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MSC752 eBusiness Strategies

MSC755 Risk Management for Business Information Systems

MSQ791 Data Analysis for Managers

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

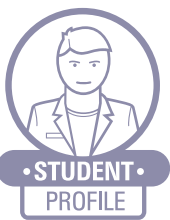
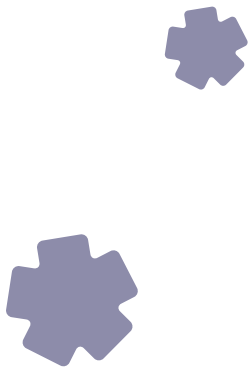
MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

~ Subject to approval from Head of School, School of Law.

^ The cost for this experiential unit is in addition to the tuition fees.

Credit for Prior Learning

Credit for Prior Learning into the Master of Business Administration may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least 4 credit points of units from the core at Deakin. There are negotiated Credit for Prior Learning arrangements in place for CPA members.



Stephen Ryan
Bachelor of Arts, Geelong Waurn Ponds Campus, Deakin University, 2005
Master of Business Administration, off campus, Deakin University, 2011
Employed: Policy Adviser, Policy Division, Department of Building and Innovation, Victorian Government
Currently studying: Doctor of Business Administration

Residential units, a study tour to India, manning a boat in a ferocious Bass Strait, an Australian Finance Tour and an intensive course in Penang: when Stephen Ryan says he 'did everything' while undertaking his Deakin MBA, he is not exaggerating.

Stephen combined his MBA studies with working full time, so he chose a combination of study options. One of those was the chance to undertake week-long live-in residential units. Another involved attending the Asia Intensive School of Advanced Management.

'It was a two-week intensive course that covered two units, it was held in Penang, and included students from different uni's,' he explains. 'I studied international business and innovation and entrepreneurship in the Asia-Pacific context, plus we had guest speakers from across Asia. It was fantastic,' he says.

The Audacious Leadership Program is another elective unit within Deakin's MBA. Students crew a tall ship across often unpredictable waters, working around the clock in groups to solve problems and ensure everyone's safety. 'It was amazing, a once in a lifetime experience and a real challenge. I will never forget being in huge waves in the middle of Bass Strait between midnight

and 4 am, when we all had to pull together and just do it. It was so exhilarating and a real sense of achievement.'

'(Deakin's Audacious Leadership Program) focuses you on your leadership when you are managing a team in stressful situations – having to get the best out of each team member and understanding that everyone will approach tasks from a different perspective.'

The program has plenty of relevance to the workplace, Stephen says. 'It focuses you on your leadership when you are managing a team in stressful situations – having to get the best out of each team member and understanding that everyone will approach tasks from a different perspective,' Stephen says.

A study tour to India accounted for a further two subjects for Stephen; the chance to immerse himself in another business culture bringing further bonuses. 'The main assignment involved developing an export plan for Australian businesses exporting a product to India,' he says.

'We got to meet with Indian business students and lecturers so it was great to network and visit other colleges.'

During an Australian Finance Tour of Tasmania, Stephen says the focus was on the investments that businesses are making in sustainability areas such as solar energy. 'We had to apply all the finance and investment theories and calculations and act as consultants. It was fantastic for me because, with subjects like finance, it is all very well on a white board but we could put it in place while we were learning,' he says.

The choice to proceed with a doctorate is about building his skills in critical analysis and working on a practical business problem in a doctoral research project, says Stephen. Once it is completed, he sees himself in a more senior position in the public sector or in a consulting position in private industry. The MBA has been 'perfect' in his current position. 'Exports, global supply chains and foreign direct investment attraction is a key focus for my department. What better way to gain insight into the dynamics of the growth of Asian economies than engaging with the CEO of an Indian multinational company, on-site in their global headquarters in Delhi?'

Coursework degrees

Graduate Diploma of Business Administration

1 B X Course code: M601. CRICOS code: 035038G

Admission requirements: A bachelors degree and two years of relevant work experience, or completion of the Graduate Certificate of Business Administration. Applicants are required to submit a full and detailed resume.

The Graduate Diploma of Business Administration allows articulation into the Master of Business Administration (MBA) and combined MBA courses.

Course structure

You must complete 8 credit points of study, comprising 5 credit points of core units and 3 credit points of elective units.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPE781 Economics for Managers
MPR721/MPM721 Organisational Behaviour*
MPR732/MPK732 Marketing Management*

Plus one unit from:

MPM701 Business Process Management
MPT753/MPF753 Finance#

Elective units

Select 3 credit points of units not previously studied from:

MAA703 Accounting for Management
MLC771 Law for Managers
MPM722/MPT722/MPR722 Human Resource Management**
MPT753/MPF753 Finance#
MPT735/MPM735 International Business Management#
MSQ791 Data Analysis for Managers

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Business Administration

0.5 B X Course code: M501. CRICOS code: 020031E

Admission requirements: A bachelors degree and two years of relevant work experience, or seven years of relevant work experience for those without a first degree. Applicants are required to submit a full and detailed resume.

The Graduate Certificate of Business Administration allows articulation into the Graduate Diploma of Business Administration, Master of Business Administration (MBA) and combined MBA courses.

Course structure

You must complete 4 credit points of study, comprising three core units worth 1 credit point each and one elective unit worth 1 credit point.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPR732/MPK732 Marketing Management*
MPR721/MPM721 Organisational Behaviour*

Elective units

Select one unit from:

MAA703 Accounting for Management
MLC771 Law for Managers
MPE781 Economics for Managers
MPM701 Business Process Management
MPT753/MPF753 Finance#
MPM722/MPT722/MPR722 Human Resource Management**
MPT735/MPM735 International Business Management#
MSQ791 Data Analysis for Managers


MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.



Coursework degrees

Doctor of Business Administration

 Course code: M901. CRICOS code: 054580F

Admission requirements: A bachelors degree with first or upper second class honours (or equivalent) or a masters degree, plus at least five years of relevant managerial or other professional experience, plus demonstrated ability to conduct doctoral level research. Credit for previous study will be available for the coursework units offered in Stage 1 only.

Applications for Trimester 3, 2011 must be received by 15 September 2011, applications for Trimester 1, 2012 must be received by 15 November 2011 and applications for Trimester 2, 2012 must be received by 15 May 2012.

The Doctor of Business Administration (DBA) is a collaboration between experienced business professionals and distinguished academics to produce original research of real significance to business and professional practice. It is the highest expression of business/education partnership, and is undertaken within the internationally recognised rigour and direct relevance of a professional doctorate.

The DBA is designed for business executives who already have a level of professional expertise and reputation in their field. It will enable you to extend your knowledge and experience in order to achieve a comprehensive understanding of a specific business issue and to make a significant contribution to the research and business practice in the area.

You will develop specialist, recognised expertise that will influence your standing in the business and professional community internationally.

The coursework units will be taught at the Melbourne Burwood Campus. In addition, you may elect to study marketing management, organisational behaviour, strategic management, financial reporting and analysis and human resource management in residential mode at the Deakin Management Centre in Geelong.

Note: The cost for residential units is in addition to the tuition fee per unit.

Course structure

The Doctor of Business Administration (DBA) is a 24 credit point professional doctoral degree taken over three years of full-time study (or part-time equivalent). Students are required to complete eight core coursework units, four core research training units and a core research thesis worth 12 credit points.

Stage 1

MPA951/MPR951 Financial Reporting and Analysis*
MPE981 Economics for Managers
MPT953/MPF953 Finance#
MPR906/MPM906 Strategic Management*
MPR921/MPM921 Organisational Behaviour*
MPR932/MPK932 Marketing Management*
MPT935/MPM935 International Business Management#

Plus one unit from:

MPC941 IT Strategy and Management
MPM912 Managing Innovation
MPM922/MPR922/MPT922 Human Resource Management**

Students precluded from any Stage 1 unit above will be required to choose alternative units from the following list:

MPK901 Research Design and Analysis
MPA911 Corporate Governance and Ethics
MPE907 International Banking and Finance
MPK936 International Marketing
MPR905 Entrepreneurship*
MPR907 Change Management*

Stage 2

MPD910 Foundations of Research
MPD911 Research Design

Plus one unit from:

MPD912 Quantitative Research Methods
MMD916 Qualitative Research Methods

Plus one unit from:

MPD913 Corporate Strategy: Theory and Practice
MPD914 Research Reporting
MPD915 Management and Organisational Consulting
or any other level 9 unit approved by the Course Team Chair.

Stage 3

Doctoral Research Thesis (12 credit points)

* MPR denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.

KEY

- 3** Course duration in years
- PT** Part time
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- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Master of Business Administration (in conjunction with Chartered Institute of Management Accountants)

1.5 B X Course code: M741. CRICOS code: 056978A

Admission requirements: A bachelors degree and a minimum of two years relevant work experience, or completion of the associated Graduate Certificate of Business Administration (M541).

This course is available only to applicants who have completed the post-1987 CIMA Professional Qualification.

The MBA covers a broad range of topics relating to all aspects of organisational management. You will develop creative, analytical and interpersonal capabilities crucial to business leadership and administration.

Course structure

You must complete 12 credit points. Credit for Prior Learning of 6 credit points will be available to all students entering the course for completion of the CIMA Professional Qualification.

Core units

MPE781 Economics for Managers
 MPM701 Business Process Management
 MPR732/MPK732 Marketing Management*
 MPR706/MPM706 Strategic Management*
 MPR721/MPM721 Organisational Behaviour*

Plus one of the following units:

MPM712 Managing Innovation
 MPM722/MPT722/MPR722 Human Resource Management*#
 MPT735/MPM735 International Business Management#

Credit for prior learning of 6 credit points (as listed below) will be available to all students entering the course for completion of the CIMA Professional Qualification.

MAA703 Accounting for Management
 MAF754 Enterprise Risk Management
 MPA751 Financial Reporting and Analysis
 MPF753 Finance

plus 2 credit points of unspecified credit at Level 7.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
 # MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Business Administration (in conjunction with Chartered Institute of Management Accountants)

0.5 B X Course code: M541. CRICOS code: 056977B

Admission requirements: A bachelors degree and two years of relevant work experience, or a minimum of seven years of relevant work experience for those without a degree. This course is available only to applicants who have completed the post-1987 CIMA Professional Qualification.

The Graduate Certificate of Business Administration covers a range of topics relating to organisational management and the development of the creative, analytical and interpersonal capabilities crucial to business leadership. See also Master of Business Administration (in conjunction with Chartered Institute of Management Accountants).

Course structure

You must complete 4 credit points of study. Advanced standing of 2 credit points will be available to all students entering the course for completion of the CIMA Professional Qualification.

Core units

MPR732/MPK732 Marketing Management*
 MPR721/MPM721 Organisational Behaviour*

Credit for prior learning of 2 credit points (as listed below) will be available to all students entering the course for completion of the CIMA Professional Qualification.

MAA703 Accounting for Management
 MPA751 Financial Reporting and Analysis

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.



Coursework degrees

Master of Business Administration (in conjunction with Engineering Education Australia)

1.5 B X Course code: M708

Admission requirements: A bachelors degree and a minimum of two years of relevant work experience, or completion of the associated Graduate Certificate or Graduate Diploma of Business Administration.

In conjunction with Engineering Education Australia (EEA), a subsidiary of Engineers Australia, Deakin has introduced the 'engineered' MBA. The course combines the resources of two of Deakin's Faculties: Business and Law and Science and Technology; and ongoing input from EEA.

The MBA covers a broad range of topics relating to all aspects of organisational management and the development of the creative, analytical and interpersonal capabilities crucial to business leadership.

Through intensive residential units and Trimester 3 studies the MBA may be completed in one year of full-time study.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units and may include one specialisation.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPE781 Economics for Managers
MPM701 Business Process Management
MPR732/MPK732 Marketing Management*
MPR706/MPM706 Strategic Management*
MPR721/MPM721 Organisational Behaviour*
MPT753/MPF753 Finance[#]

Plus one unit from:

MPM712 Managing Innovation
MPM722/MPT722/MPR722 Human Resource Management**
MPM735 International Business Management

Elective units

The remaining 4 credit points may be selected in one specialisation as listed under Master of Business Administration (M701) course structure, or you may choose any 4 credit points from the range of specialisations including the general elective unit listed below:

MPM702 Audacious Leadership [^]
MPM704 Managing for Environmental Sustainability

or you may choose an alternative unit with prior written approval of the Course Team Chair.

[#] MPT code denotes study tour version of the unit The cost is in addition to the tuition fees.

^{*} MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.

Specialisations

- » Accounting
- » Arts and entertainment management
- » Corporate governance
- » Electronic Business
- » Enterprise security management
- » Environmental sustainability
- » Finance
- » Financial planning
- » Health and human services management
- » Human resources management
- » Information systems management
- » Information systems project management
- » Innovation
- » Insurance and risk management
- » International trade and business
- » Law
- » Leadership and communication
- » Marketing
- » Project-based management
- » Public management
- » Retail management
- » Strategy and planning
- » Supply chain management

Please refer to the Master of Business Administration (M701) pages 19–20 for details of these specialisations.

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Graduate Diploma of Business Administration (in conjunction with Engineering Education Australia)

1 B X Course code: M608

Admission requirements: A bachelors degree and a minimum of two years of relevant work experience, or completion of the associated Graduate Certificate of Business Administration.

In conjunction with Engineering Education Australia (EEA), a subsidiary of Engineers Australia, Deakin has introduced the 'engineered' suite of courses. The EEA provides ongoing input into the courses and at masters level the course combines the resources of two of Deakin's Faculties: Business and Law and Science and Technology.

Course structure

You must complete 8 credit points of study, comprising 5 credit points of core units and 3 credit points of elective units.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPE781 Economics for Managers
 MPR732/MPK732 Marketing Management*
 MPR721/MPM721 Organisational Behaviour*

Plus select one unit from:

MPM701 Business Process Management
 MPT753/MPF753 Finance#

Elective units

Select 3 credit points of units not previously studied from:

MAA703 Accounting for Management
 MLC771 Law for Managers
 MPM722/MPT722/MPR722 Human Resource Management**
 MPT735/MPM735 International Business Management#
 MPT753/MPF753 Finance#
 MSQ791 Data Analysis for Managers

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
 * MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Business Administration (in conjunction with Engineering Education Australia)

0.5 B X Course code: M508

Admission requirements: A bachelors degree and two years of relevant work experience, or a minimum of seven years of relevant work experience for those without a degree.

See also Graduate Diploma of Business Administration (in conjunction with Engineering Education Australia) and Master of Business Administration (in conjunction with Engineering Education Australia).

Course structure

You must complete 4 credit points of study, comprising three core units worth 1 credit point each and one elective unit worth 1 credit point.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPR721/MPM721 Organisational Behaviour*
 MPR732/MPK732 Marketing Management*

Elective units

Select one unit from:

MAA703 Accounting for Management
 MLC771 Law for Managers
 MPE781 Economics for Managers
 MPM701 Business Process Management
 MPM722/MPT722/MPR722 Human Resource Management**
 MPT735/MPM735 International Business#
 MPT753/MPF753 Finance#
 MSQ791 Data Analysis for Managers

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
 * MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.



Coursework degrees

Master of Business Administration (International)

1.5 B X Course code: M731. CRICOS code: 056889B

Admission requirements: A bachelors degree or equivalent with a minimum grade point average of 65 per cent.

Deakin's Master of Business Administration (International) has been designed to give high-performing students an opportunity to gain industry experience as part of a world-class MBA.

The MBA (International) is available to applicants who may not have had experience as a business manager. It includes an optional business practicum project unit which is completed in an operating business environment to equip you with valuable practical managerial expertise.

High-achieving students are able to move directly from their undergraduate degree to postgraduate MBA studies, saving time and money.

The course also features a research project option, which can allow you to conduct research into specific organisational issues and may allow you to articulate into a research degree. Emphasis will be placed on issues associated with international business management.

Specialisations

- » Business consulting
- » Business law
- » Finance
- » Human resource management
- » Information management
- » Insurance and risk management
- » International business
- » Marketing
- » Research
- » Retail management
- » Supply chain management

Course structure

You must complete 12 credit points of study, comprising 7 credit points of core units, 1 credit points of units selected from a specified list of three units, plus 4 credit points of elective units (students may choose other units with prior written approval of the Course Team Chair). The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations including the general elective units. Within these four elective units, you may choose to undertake a business practicum unit or research project. Students must complete at least 4 credit points of units from the core at Deakin.

Core units

MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers
MPM703 Business Strategy and Analysis
MPM701 Business Process Management
MPR732/MPK732 Marketing Management*
MPT735/MPM735 International Business Management†

Plus 1 credit points of units from:

MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPT722/MPR722 Human Resource Management**

Elective units

The 4 credit points of elective units may form one of the specialisations listed below, or you may choose these units from the range of specialisations or the general elective unit listed below:

MLM782 Indian Law
MPM702 Audacious Leadership ^
MPM704 Managing for Environmental Sustainability

or any other units with prior written approval of the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

^ The cost for this experiential unit is in addition to the tuition fees.

➔ Continued on page 32



KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

• STUDENT •
PROFILE

Ivica Orsolic
Master of Business Administration (International), 2010
Off campus
Employed: Chief Information Officer, Metricon Homes

Studying his Master of Business Administration (International) online through Deakin gave Ivica Orsolic the freedom to study where and when he chose. 'Some weeks I couldn't do anything at all,' says Ivica, who, as Chief Information Officer for Metricon Homes, leads a busy and demanding professional life. 'Other weeks, I would catch up. Online study was great because I would set up all the materials on my laptop and it didn't matter where I was – like on a plane, it was there,' he says.

Ivica brought a wealth of previous study to his online Masters of Business Administration (MBA). While his undergraduate degree is in electrical engineering, he later completed a Graduate Diploma in Management, before venturing to Deakin for a Graduate Diploma of Financial Services – also online. 'Deakin was one of the only universities offering the financial services course,' he explains. 'I chose it for the fact I could do it by distance education and, by the time I combined what I had already done, I only had a few units to go for the MBA.'

For 12 years, Ivica worked for the Insurance Australia Group, a position that sent him on a two-year working stint in Beijing, a further year in

'... the MBA gives you the breadth of business knowledge and business tools needed to take on larger and broader roles.'

Singapore, and plenty of additional travel through Thailand, Malaysia and India, running the IT side of the business. 'I was used as a regional resource,' he says. 'I did the financial services course to formalise my qualifications in an industry where I had worked for many years.'

A busy job means no time to head to a university campus, Ivica adds, so on-campus study was not a realistic option.

'Taking time out to see lecturers just doesn't work, but I could post messages online for lecturers and other students. It was all fantastic,' he says. He also found that the content of the course measured up to his expectations.

'You go into these things with trepidation but it was top notch. I got a lot out of it and found the content to be first rate.'

With his move to Metricon Homes, Ivica says he chose to complete the MBA to round out his business knowledge.

'With IT, I was in a more technically oriented position and sometimes you can be accused of not knowing enough about the business side,' he says. 'The MBA means I am able to talk to the business guys at their level. Also, after spending three years overseas, undertaking the internationally focused MBA was an opportunity to round out my practical experience of managing across cultures with some excellent theory and frameworks.' It also has given him the opportunity to take a step up and open other doors, he adds. 'Whether I stay in IT or whether I move into something else, the MBA gives you the breadth of business knowledge and business tools needed to take on larger and broader roles.'

Coursework degrees

Specialisations

Not all specialisations are available in all modes of trimesters of study.

Business consulting

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:

MLM706 Corporate Governance
MPA711 Corporate Governance and Ethics
MPI701 Business Practicum
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPK711 Strategic Customer Service
MPM701 Business Process Management
MPM712 Managing Innovation
MPR705 Entrepreneurship*
MSC756 Project Management
MMH707 Managing Transitions and Change
or
MPR707 Change Management*

Business law

Select 4 credit points of units from:

MLC771 Law for Managers
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM721 International Competition Law and Policy
MLM785 International Law
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing
MPA711 Corporate Governance and Ethics
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)~

~ Subject to approval from Head of School, School of Law.

Finance

MPE711 Global Trade and Markets

Plus 4 credit points of units from:

MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF707 Investments and Portfolio Management
MPT753/MPF753 Finance#
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

Human resource management

Select 2 credit points of units from:

MMH706 Advanced Human Resource Management
MPR722/MPT722/MPM722 Human Resource Management#

Plus 3 credit points of units from:

MMH707 Managing Transitions and Change
MMH709 Employment Relations for Organisational Effectiveness
MPR707 Change Management*
MPR721/MPM721 Organisational Behaviour*
MSC768 Knowledge Management
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

Information management

Select 4 credit points of units from:

MPC741 IT Strategy and Management
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MPC701 Information Systems for Business
or
MPM701 Business Process Management
MPI700 Postgraduate Internship
or
MPI701 Business Practicum (2 credit points)

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Insurance and risk management

MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:

MAF754 Enterprise Risk Management

MPS703 Reinsurance

MPS707 Life Risk

MPS708 General Insurance

MPI700 Postgraduate Internship

or

MPI7001 Business Practicum (2 credit points)

International business

MPE711 Global Trade and Markets

Plus 4 credit points of units from:

AIR747 Contemporary International Politics

ALC706 Culture, Communication and Globalisation: Critical Practices in/ and Local Cultures

MAA716 Financial Accounting

MPA711 Corporate Governance and Ethics

MPC741 IT Strategy and Management

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

MPM722/MPT722/MPR722 Human Resource Management**

Marketing

MPK701 Research Design and Analysis

Plus 4 credit points of units from:

MMK733 Strategic Marketing

MMK737 Online Marketing

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MPK736 International Marketing

MPI700 Postgraduate Internship

or

MPI701 Business Practicum (2 credit points)

Research

MPK701 Research Design and Analysis

MPP704 Research Project 4 (4 credit points)

Retail management

MPM716 Merchandise Management

MPK732/MPR732 Marketing Management*

MPM705 Retailing

Plus 3 credit points of units from:

MMK737 Online Marketing

MPM712 Managing Innovation

MPM701 Business Process Management

MPM715 Management and Organisational Consulting

MPM721/MPR721 Organisational Behaviour*

MPM722/MPR722/MPT722 Human Resource Management **

MPI701 Business Practicum (2 credit points)

MPI702 Applied Business Project

MPK711 Strategic Customer Service

MPK712 Advertising and Consumer Behaviour

MSC753 eBusiness and Supply Chain Management

Supply chain management

MPK701 Research Design and Analysis

MSC753 eBusiness and Supply Chain Management

MSC755 Risk Management for Business Information Systems

Plus one unit from:

MPC701 Information Systems for Business

MPM701 Business Process Management

Plus one unit from:

MPI700 Postgraduate Internship

MSC752 eBusiness Strategies

MSC795 eBusiness Processes

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Credit for Prior Learning

Credit for prior learning into the Master of Business Administration (International) may be granted to students who have successfully completed appropriate postgraduate studies in management. Students must complete at least four credit points of units from the core at Deakin. There are negotiated credit arrangements for prior learning arrangements in place for CPA members.



Coursework degrees

Graduate Diploma of Business Administration (International)

1.0 B X Course code: M631. CRICOS code: 069121K

Admission requirements: A three-year bachelors degree or equivalent with an equivalent grade point average of 65 per cent.

The Graduate Diploma of Business Administration (International) allows articulation into the Master of Business Administration (International).

Course structure

You must complete 8 credit points of study, comprising 4 credit points of core units, 1 credit point from a specified list and 3 credit points of elective units chosen from a specified list.

Core units

MPA702 Financial Interpretation
MPE781 Economics for Managers
MPK732/MPR732 Marketing Management*
MPM703 Business Strategy and Analysis

Plus one of the following units:

MPE707 International Banking and Finance
MPM701 Business Process Management
MPM735/MPT735 International Business Management#

Plus 3 credit points of units not previously studied from:

AIR747 Contemporary International Politics
ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures
MAE704 International Trade and Policy
MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF707 Investments and Portfolio Management
MLC771 Law for Managers
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM721 International Competition Law and Policy
MLM740 International Commercial Law
MLM785 International Law
MMH706 Advanced Human Resource Management
MMH707 Managing Transitions and Change
MMH709 Employment Relations for Organisational Effectiveness
MMK733 Strategic Marketing
MMK737 Online Marketing
MPA711 Corporate Governance and Ethics
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPK711 Strategic Customer Service
MPK712 Advertising and Consumer Behaviour
MPK736 International Marketing
MPM701 Business Process Management
MPM705 Retailing
MPM735/MPT735 International Business Management#
MPR705 Entrepreneurship*
MPR707 Change Management*
MPR722/MPM722/MPT722 Human Resource Management**
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MSC768 Knowledge Management

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Business Consulting

0.5 B X Course code: M517 (full time Trimester 1 only). CRICOS code: 070235A

Admission requirements: A bachelors degree and two years of relevant work experience, or seven years of relevant work experience for those without a first degree. Applicants are required to submit a full and detailed resume.

The Graduate Certificate of Business Consulting is designed to produce the specialist skills related to the theoretical, practical, evaluative and research frameworks which underpin the business services consulting field. It will enable you to build on skills learned in your previous studies and/or professional experience.

Course structure

You must complete 4 credit points of study, comprising a 1 credit point core unit and 3 credit points of elective units.

Core units

MPM715 Management and Organisational Consulting

Plus 3 credit points of units from:

MLM706 Corporate Governance
MPA711 Corporate Governance and Ethics
MPR751/MPA751 Financial Reporting and Analysis*
MPK701 Research Design and Analysis
MPK711 Strategic Customer Service
MPM701 Business Process Management
MPM702 Audacious Leadership ^
MPM712 Managing Innovation
MPR705 Entrepreneurship*
MSC756 Project Management
MMH707 Managing Transitions and Change
or
MPR707 Change Management*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

^ The cost for this experiential unit is in addition to the tuition fees.

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Graduate Certificate of Corporate Management

0.5 B X Course code: M507. CRICOS code: 056892G

Admission requirements: A bachelors degree or equivalent and two years of relevant work experience, or a minimum of seven years of relevant work experience.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

See also Graduate Diploma of Management.

Course structure

You must complete 4 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 19 for details of units available).

Graduate Diploma of Management

1 B X Course code: M607. CRICOS code: 056891G

Admission requirements: A bachelors degree or equivalent and a minimum of two years of relevant work experience, or completion of the associated Graduate Certificate of Corporate Management. Those who demonstrate a satisfactory level of performance may apply to enter the MBA if appropriate units have been studied.

Studying management will give you an understanding of the latest practices and a perspective on key issues such as change, innovation and technology, globalisation, and employee participation and performance.

This course covers a range of topics relating to aspects of organisational management and the development of core capabilities crucial to business leadership.

Course structure

You must complete 8 credit points of elective units selected from any Faculty of Business and Law Master of Business Administration units (see the Master of Business Administration (M701) on page 19 for details of units available).



FOR MORE INFORMATION VISIT
www.deakin.edu.au/mba



Coursework degrees

Commerce

The worldwide demand for qualified business professionals is growing.

Deakin's Commerce courses provide professional skills which students need to succeed in business practice. It is designed for people with non-business qualifications in areas other than business who wish to move into a business career.

Those with an undergraduate degree in business also find the Master of Commerce effective for developing professional skills in new areas. In this flexible course, students complete four core units and choose elective units including at least one specialisation. The course can also be studied in combination with a number of other postgraduate courses to provide a dual qualification in minimum time. See page 76 for combined courses.



Carl Creasey
Financial Planner and Mortgage Adviser
Employee Representative
Muirfield Financial Services Geelong

'Muirfield Financial Services has been the trusted financial adviser of its clients for more than 20 years. The services offered by the firm are varied and include retirement planning, superannuation, investment strategies, wealth creation, insurance/risk management, aged care, lending, tax planning, salary packaging and estate planning.

'Muirfield Financial Services has employed a number of Deakin University graduates that are looking to either gain some part-time experience whilst studying or commence a full-time position upon completion of their degree.

'Deakin University graduates bring a number of great qualities to the organisation. Among the most notable are the fresh ideas they can bring to the business. It is very easy to oversee opportunities for change when working within the business every day and it is often the new graduates that drive the changes to our internal business procedures which in turn improves our efficiency.'

Master of Commerce

1.5 **B** **X** Course code: M705. CRICOS code: 027129E

Admission requirements: A bachelors degree or equivalent in any discipline, or completion of the Graduate Certificate of Commerce.

The Master of Commerce is a professional business qualification that builds on an undergraduate qualification in any discipline. This course gives you a sound understanding of business in addition to undergraduate qualifications in other professional areas. The Master of Commerce is suitable for graduates in diverse fields (e.g. arts, science, nursing or education) who wish to prepare themselves for a professional career by gaining a thorough knowledge of the key business disciplines. The range of specialisations allows students to pursue their interests and professional career development needs.

By choosing appropriate units within the Master of Commerce, you may satisfy the professional recognition requirements of CPA Australia, Institute of Chartered Accountants in Australia (ICAA), the Institute of Certified Management Accountants (ICMA) or associate membership requirements of the Australian Computer Society (ACS).

Course structure

You must complete 12 credit points of study, comprising 4 credit points of core units and 8 credit points of elective units including at least one specialisation of 4 credit points.

Core units

MPA701 Accounting
MPE781 Economics for Managers
MPT753/MPF753 Finance[#]

Plus one unit from:

MPC701 Information Systems for Business
MPM701 Business Process Management

Elective units

The remaining credit points are selected from any unit listed in the specialisations, including the general elective units listed directly below. Selection of elective units must form at least one Master of Commerce specialisation. You may choose other postgraduate units with prior written approval of the Course Team Chair.

MPM722/MPT722/MPR722 Human Resource Management^{**}
MPM702 Audacious Leadership[^]
MPM704 MPM704 Managing for Environmental Sustainability

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.
^{*} MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
[^] The cost for this experiential unit is in addition to the tuition fees.

➔ Continued on page 38

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



*Jordan Reeves
Master of Commerce, 2009
Off campus
Employed: Executive Coordinator Financial Strategy
and Development, Gold Coast City Council*

Deakin's online services allowed Jordan Reeves to juggle a Master of Commerce with an executive position and a family of four children – all without setting foot in Victoria.

Jordan followed his undergraduate degree with a CPA (Certified Practising Accountants) qualification. But when the CPA required follow-up professional development, he decided a Master of Commerce was a better option. 'The masters was a lot more useful and I decided it would be better to continue with more formal education,' Jordan says. 'I was also interested in financial planning and I did the masters so I could further my studies in that area.'

After researching different universities and their postgraduate courses, Jordan chose Deakin because of its distance education option and its recognition of his CPA studies. 'Deakin runs the CPA program so it would give me the most credit for my CPA studies,' he explains. 'That shortened

the course for me and reduced the cost.'

The masters took Jordan two and a half years. 'It was really good,' he says of the online facilities. 'I could always get answers to all my questions and the online forums with other students were

'With DSO (Deakin Studies Online) I had everything I needed to do the study and plenty of help. I never saw anybody, but the help was always there.'

great.' In his circumstances, flexibility rated highly, he adds. 'It suited me because I have four kids. I could study at my own pace and work when the time was available.'

In Jordan's position with the Gold Coast City Council, his main responsibility lies with long-term financial planning and financial strategies. He also oversees the treasury and taxation areas

and any complex financial projects that impact on the Council. The content of his course hit the mark in these areas, he says. 'It was definitely relevant to what I do and met all the legislative requirements from the point of view of my financial planning qualifications.'

A recent major project saw the knowledge he gained in his course put to good use, Jordan says. 'We have been setting up new water companies and merging some water businesses. There has been a lot of capital finance theory involved so what I learned helped me understand our needs with the setting up of the water companies.'

Jordan recommends the online masters to anyone wanting the kind of flexibility he valued. 'It was very good, the way I did it,' he says. 'With DSO (Deakin Studies Online) I had everything I needed to do the study and plenty of help. I never saw anybody, but the help was always there.'

Coursework degrees

Specialisations

You must complete at least one of the following specialisations as part of the course (not all specialisations are available in all modes or trimesters of study).

Accounting

Select 4 credit points of units from:

MAA716 Financial Accounting
MAA703 Accounting for Management
MAA725 Advanced Accounting Principles and Practice
MAA705 Corporate Auditing
MPI700 Postgraduate Internship

Arts and entertainment management

Select 4 credit points of units from:

MMK792 Arts Marketing
MMM790 Arts Management
MMM793 Managing Cultural Projects and Events
MMM796 Cultural and Community Planning
MMM799 Arts Fundraising and Sponsorship
MPI700 Postgraduate Internship

Business systems development

Select 4 credit points of units from:

MSC703 Business Data Management
MSC705 Information Systems Analysis and Design
MSC769 Information Systems Infrastructure
MPI700 Postgraduate Internship
SIT774 Web and Internet Programming

Commercial law

MLM720 Introduction to Commercial Law

Plus 3 credit points of units from:

MLC703 Principles of Income Tax Law
MLM703 Chinese Commercial Law
MLM721 International Competition Law and Policy
MLM731 Corporations Law
MPI700 Postgraduate Internship

Electronic business

MPC701 Information Systems for Business

or

MPM701 Business Process Management

Plus 3 credit points of units from:

MMK737 Online Marketing
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MSC768 Knowledge Management
MSC795 eBusiness Processes
MPI700 Postgraduate Internship

Enterprise security management

Select 4 credit points of units from:

MLM770 Law and the Internet
MLM786 Electronic Crime
MSC755 Risk Management for Business Information Systems
MSC767 Business Security Management
MPI700 Postgraduate Internship

Finance

Select 4 credit points of units from:

MAF702 Financial Markets
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF754 Enterprise Risk Management
MPI700 Postgraduate Internship

Financial planning

Select 4 credit points of units from:

MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF765 Introduction to Financial Planning
MPI700 Postgraduate Internship

Information systems project management

Select 4 credit points of units from:

MSC755 Risk Management for Business Information Systems
MSC756 Project Management
MSC767 Business Security Management
MSC770 Information Systems and Global Issues
MPI700 Postgraduate Internship

Insurance and risk management

MPS701 Principles of Risk and Insurance

Plus 3 credit points of units from:

MAF754 Enterprise Risk Management
MPI700 Postgraduate Internship
MPS703 Reinsurance
MPS707 Life Risk
MPS708 General Insurance

International trade and business

Select 4 credit points of units from:

MAA716 Financial Accounting
MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPK736 International Marketing
MPI700 Postgraduate Internship
MPI701 Business Practicum (2 credit points)
MPT735/MPM735 International Business Management[†]

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus**Management information systems**

Select 4 credit points of units from:

MPC741 IT Strategy and Management
 MPI700 Postgraduate Internship
 MSC705 Information Systems Analysis and Design
 MSC754 Information Systems Business Analysis
 MSC770 Information Systems and Global Issues
 MSQ791 Data Analysis for Managers

Marketing

Select 4 credit points of units from:

MMK733 Strategic Marketing
 MMK737 Online Marketing
 MPI700 Postgraduate Internship
 MPK701 Research Design and Analysis
 MPK712 Advertising and Consumer Behaviour
 MPK736 International Marketing
 MMK751 Services Marketing
 MPK711 Strategic Customer Service
 MPR732/MPK732 Marketing Management*

Retail management

MPM705 Retailing
 MPM716 Merchandise Management
 MPK732/MPR732 Marketing Management*

Plus one unit selected from:

MMK737 Online Marketing
 MPK711 Strategic Customer Service
 MPM712 Managing Innovation
 MPK712 Advertising and Consumer Behaviour
 MPM715 Management and Organisational Consulting
 MPM721/MPR721 Organisational Behaviour*
 MPM722/MPR722/MPT722 Human Resource Management**
 MSC753 eBusiness and Supply Chain Management
 MPI700 Postgraduate Internship

Supply chain management

MSC753 eBusiness and Supply Chain Management
 MSC755 Risk Management for Business Information Systems

Plus 2 credit points of units from:

MSC752 eBusiness Strategies
 MSC795 eBusiness Processes
 MSQ791 Data Analysis for Managers

Credit for Prior Learning

Credit for Prior Learning into the Master of Commerce may be granted to students who have successfully completed appropriate postgraduate studies in management. There are negotiated Credit for Prior Learning arrangements in place for CPA members.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Diploma of Commerce**1 B X** Course code: M616. CRICOS code: 062715G

Admission requirements: A bachelor degree or equivalent, or five years of relevant work experience or a combination of relevant training and work experience.

The Graduate Diploma of Commerce allows articulation into the Master of Commerce or combined commerce course.

Course structure

You must complete 8 credit points of elective units selected from the full range of units available in the Master of Commerce. See the Master of Commerce (M705) course entry on page 36 for full list of units available.

Graduate Certificate of Commerce**0.5 B X** Course code: M516. CRICOS code: 059821J

Admission requirements: A bachelors degree or equivalent, or five years of relevant work experience, or a combination of relevant training and work experience.

The Graduate Certificate of Commerce allows articulation into the Master of Commerce.

Course structure

You must complete 4 credit points of elective units selected from the full range of units available in the Master of Commerce. See the Master of Commerce (M705) course entry on page 36 for full list of units available.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/mcom

Coursework degrees

Contemporary leadership

The Master of Contemporary Leadership is a new course that builds on Deakin's MBA experience to create a postgraduate program devoted to the development of your full leadership potential.

There is a heavy emphasis on learning from experience, through work-based projects and through intensive residential courses that provide a 'hot-house' learning environment. In total there are twelve units, including six core units, crucial to understanding leadership, and six elective units that you tailor to your individual needs. Electives can include: corporate governance and ethics, research design and analysis, human resource management, and international business management. There are opportunities to include electives from other disciplines in the University, or to link studies to your employer's interests (and your career) through leadership-related projects.

The Master of Contemporary Leadership is centred on individual learning needs and it recognises prior learning. It is delivered flexibly and units are undertaken through off-campus study and/or Melbourne Burwood Campus, as well as through the residential program. Participants may enrol directly, or progress to enrolment through graduate certificate and diploma levels gaining a valuable management qualification at each level. It aims to be at the growing tip of thinking about leadership; thinking among researchers and scholars, as well as thinking among practitioners in a range of organisations and industries.

Master of Contemporary Leadership

1.5 **B** **X** Course code: M738. CRICOS code: 071592E

Admission requirements: A bachelors degree and two years relevant work experience, or articulation from the Graduate Certificate or Graduate Diploma of Contemporary Leadership.

The Master of Contemporary Leadership is designed to create a deep understanding, at both tacit and explicit levels, of this important organisational role. The course is largely experiential and is aimed at fostering cognitive and behavioural habits which lead to appropriate actions where innovation and influence are required. Course content is underpinned with an exploration of current directions in thinking and research in this very dynamic field of research.

The course embraces a variety of approaches to teaching and learning ranging from didactic (lectures, course notes, formal assessment, etc.) to experiential (intensive residential units) and includes study and reflection on personal challenges, for example, in an outdoor 'adventure' program in the Audacious Leadership unit. Areas of study include sustainability management, communications, managing change, entrepreneurship and strategy.

Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units and 6 credit points of elective units.

Core units

MPM702 Audacious Leadership[^]
MPM704 Managing for Environmental Sustainability
MPM706/MPR706 Strategic Management*
MPM712 Managing Innovation
MPR707 Change Management*
MPR721 Organisational Behaviour*

Elective units

Select 6 credit points of units from:

MPA711 Corporate Governance and Ethics
MPI701 Business Practicum
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPM722/MPR722/MPT722 Human Resource Management**
MPM735/MPT735 International Business Management[#]
MPP701 Research Project 1a
MPP703 Research Project 2
MPR705 Entrepreneurship*

or any other unit approved by the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

Take a voyage around leadership

In early January, 19 postgraduate students and two company CEOs, set sail in the tall ship 'One and All', from Hobart Tasmania to Williamstown Victoria.

Their voyage took eight days, during which time they learned the basic seamanship necessary to navigate, set and hang sails, and generally handle a two masted brigantine.

The ship provided a wonderful metaphor of organisational structure and dynamics.

People worked in three watches with four hours on duty and eight hours off, although they were expected to discuss events during their watch as soon as they 'came off' and the eight hours off was often disturbed by the 'all hands on deck' call.

People had to work and live together in the close confines of the ship. Issues of team dynamics, leadership style, personal resilience and fortitude were brought in to sharp relief.

They sailed up the rugged west coast of Tasmania against strong south-westerly winds that whipped up the sea and showed the power of the Southern Ocean.

A brief visit into Port Davy, one of the two ports available for shelter on the west coast, allowed a climb of Mt Rugby to enjoy the views over pristine wilderness.

In Bass Strait shelter was found in the lea of King Island before the final overnight passage to Port Phillip Bay.

Daily life was filled with examples of leadership; the structure of the ship's management, the formal and informal leadership of the watches, the followership of participants when asked to perform difficult tasks in bad weather.

An intricate web of relationships allowed the participants to grow into an effective crew capable of turning the complex person powered machine, 'on a sixpence'.

As they experienced the human dynamics of the ship, they learned important things about leadership, keeping logs of their observations, and comparing them with contemporary thinking on leadership.

It is an adventure-based unit. It will challenge you physically and mentally. You'll be tired at the end of the voyage. But you'll have completed a voyage of discovery, learned about audacity in leadership and, almost certainly, about yourself.

Audacious Leadership is a compulsory unit in the Master of Contemporary Leadership and is available as an elective in the MBA and other selected postgraduate courses.



Coursework degrees

Graduate Diploma of Contemporary Leadership

1 B X Course code: M638. CRICOS code: 071591F

Admission requirements: A bachelors degree and two years relevant work experience or articulation from the Graduate Certificate of Contemporary Leadership.

Course structure

You must complete 8 credit points of study, comprising 3 credit points of core units and 5 credit points of elective units.

Core units

MPM702 Audacious Leadership[^]
MPR707 Change Management*
MPR721 Organisational Behaviour*

Elective units

Select 5 credit points of units from:

MPA711 Corporate Governance and Ethics
MPI702 Applied Business Project
MPK701 Research Design and Analysis
MPM704 Managing for Environmental Sustainability
MPM712 Managing Innovation
MPM722/MPR722/MPT722 Human Resource Management**
MPM735/MPT735 International Business Management#
MPP701 Research Project 1a
MPR705 Entrepreneurship*

or any other unit approved by the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.

Graduate Certificate of Contemporary Leadership

1 PT B X Course code: M538

Admission requirements: A bachelors degree and two years relevant work experience, or a minimum of five years relevant work experience for those without a degree.

Course structure

You must complete 4 credit points of study, comprising 3 credit points of core units and a 1 credit point elective unit.

Core units

MPM702 Audacious Leadership[^]
MPR707 Change Management*
MPR721 Organisational Behaviour*

Elective units

Select one unit from:

MPA711 Corporate Governance and Ethics
MPM704 Managing for Environmental Sustainability
MPM712 Managing Innovation
MPM722/MPR722/MPT722 Human Resource Management**
MPM735/MPT735 International Business Management*
MPR705 Entrepreneurship*

Or any other unit approved by the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.



FOR MORE INFORMATION VISIT

www.deakin.edu.au/buslaw/gsb/course/contemporary-leadership



KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Financial planning

A professionally oriented suite of courses specifically designed to meet the education needs of the financial planning industry.

Professional recognition

Deakin's current suite of postgraduate courses is recognised for entry into the Certified Financial Planner (CFP) program which is offered by the Financial Planning Association of Australia. These courses also provide credit for three of the five CFP segments, namely CFP 2, 3 and 4. Deakin has applied for similar recognition for the Masters in Financial Planning and the Graduate Diploma of Financial Planning. Deakin's postgraduate financial planning units are recognised by the Australian Securities and Investment Commission as meeting the training requirements as specified under RG146.

Master of Financial Planning

1.5 B X Course code: M740

Admission requirements: A bachelors degree or equivalent.

The Master of Financial Planning (MFP) is aimed at those aspiring to join the financial planning industry as well as those currently employed in the industry. The MFP seeks to build the financial planning abilities, skills and knowledge of the individual student. Students will be required to collect, analyse and synthesise financial planning information. Students will then use their skills to prepare financial planning solutions and to effectively communicate these solutions to the client. The MFP emphasises the professional responsibilities of the financial planner both in an ethical and in a compliance sense. The MFP is built on an extensive body of financial planning knowledge and culminates in the preparation of a comprehensive Statement of Advice for a client.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units.

Core units

MAF702 Financial Markets
 MAF707 Investments and Portfolio Management
 MAF708 Retirement Income Streams
 MAF709 Financial Planning Development
 MAF765 Introduction to Financial Planning
 MLC703 Principles of Income Tax Law
 MMP742 Investment Valuation
 MPS701 Principles of Risk and Insurance

Elective units

Plus 4 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 36) and/or Master of International Finance (see page 57).

Graduate Diploma of Financial Planning

1 B X Course code: M640

Admission requirements: A bachelors degree or equivalent.

Course structure

You must complete 8 credit points of study, comprising 6 credit points of core units and 2 credit points of elective units.

Core units

MAF702 Financial Markets
 MAF707 Investments and Portfolio Management
 MAF708 Retirement Income Streams
 MAF765 Introduction to Financial Planning
 MLC703 Principles of Income Tax Law
 MPS701 Principles of Risk and Insurance

Elective units

Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 36) and/or Master of International Finance (see page 57).

Graduate Certificate of Financial Planning

0.5 B X Course code: M540

Admission requirements: A bachelors degree or equivalent.

Course structure

You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

Core units

MAF708 Retirement Income Streams
 MAF765 Introduction to Financial Planning

Elective units

Plus 2 credit points of elective units from other postgraduate units offered by the Faculty of Business and Law in the Master of Commerce (see page 36) and/or Master of International Finance (see page 57).



FOR MORE INFORMATION VISIT
www.deakin.edu.au/aef

Coursework degrees

Human resource management

The professional relevance and recognition to influence your work and career opportunities

Human resource management is no longer regarded as the sole responsibility of a special department. The work is more and more being integrated into mainstream managerial responsibilities within an organisation so that an understanding of HR management, and an involvement in it, is now a requirement of management generally throughout an organisation.

The Master of Human Resource Management is a specialised course that provides a qualification for graduates in business, government and industry. It offers specific HR management skills and knowledge and general business literacy skills for HR practitioners who participate in management teams and project groups.

Study areas include change management, employment relations, business strategy and analysis, together with electives from the key business disciplines of marketing, management, accounting, economics, finance and information systems.

Deakin's HR management courses are accredited by the Australian Human Resources Institute (AHRI).

Master of Human Resource Management

3 PT **X** Course code: M782

Admission requirements: A three-year bachelors degree or equivalent, or articulation from the Graduate Certificate or Graduate Diploma of Human Resource Management, or successful completion of the Australian Human Resources Institute's Professional Diploma of Human Resources.

The Master of Human Resource Management is a specialised course designed to provide a qualification for graduates in business, government and industry. In addition, the course aims to meet the needs of senior management whose duties require them to take on responsibilities in human resources development and management. The course provides students with the skills and knowledge required for human resource development and management roles.

Course structure

You must complete 12 credit points of study, comprising 9 credit points of core units and 3 credit points of elective units from a specified list.

Core units

MMH701 Human Resource Strategy
MMH702 Human Resource Planning
MMH703 Human Resource Development
MMH704 Human Resource Performance Management
MMH706 Advanced Human Resource Management
MMH709 Employment Relations for Organisational Effectiveness
MMH710 Rights and Responsibilities in Human Resource Management
MPM703 Business Strategy and Analysis

Plus one unit from:

MMH707 Managing Transitions and Change
MPR707 Change Management*

Plus 3 credit points of units from:

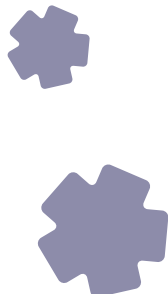
MPA751/MPR751 Financial Reporting and Analysis*
MPC741 IT Strategy and Management
MPE781 Economics for Managers
MPI700 Postgraduate Internship
MPI702 Applied Business Project
MPM735/MPR735/MPT735 International Business Management**
MPR732/MPK732 Marketing Management*
MPR721/MPM721 Organisational Behaviour*
MPT753/MPF753 Finance#

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



Karen Desborough
 Graduate Diploma of Human Resources, Deakin University, 2008
 Master of Human Resources Management, 2010
 Employed: Group manager, employee relations and culture,
 Rivalea Australia

Karen Desborough says working in human resources for several years, followed by her studies in HR, was a decision that worked well for her. 'It was a good way to do it. I had several years in the workforce in various HR roles before I got the paper work,' she explains. 'It meant I had a good understanding of how HR really functioned in the workplace. Then, getting the theory behind what I was doing really helped.'

After beginning her HR career several years ago, Karen notched up experience with several companies before deciding to undertake a Diploma of Human Resources Management with the Australian Human Resources Institute (AHRI) – the national association representing human resource management professionals, followed by Deakin's Graduate Diploma of Human Resources.

Taking on the masters at Deakin proved a logical extension. And, after completing the earlier courses online, she was no stranger to the style of delivery. 'I found DSO (Deakin Services Online) very good,' says Karen. 'It was really easy

to use and really accessible. I had contact with students and lecturers instantly so we could talk about assignments and upcoming exams. It was a great support mechanism.'

'The library was just amazing. You can log in and search for any material you want, click a button and, within two days, it arrives on your doorstep – all free.'

Karen singles out the Deakin library for special praise and says it was 'the best thing' about her online study experience. 'The library was just amazing,' she says. 'You can log in and search for any material you want, click a button and within two days it arrives on your doorstep – all free. There is even a pre-paid bag for sending it back.' For Karen, who is based in the Victoria-NSW border town of Corowa, the service was 'better than being able to go to the library in person,' she says. 'And the librarians are fantastic if ever you can't find anything.'

After beginning her work in the HR field with Rivalea Australia, a large Australian agriculture and food producing company, Karen's work took her to various HR positions in NSW, Victoria, Queensland and the UK. She recently returned to Rivalea as its group manager, employee relations and culture.

The content of her masters was very relevant to her work, she says. 'Not only the HR subjects but the opportunity to do the electives that are also relevant to the way you work in HR.' Subjects such as Business Strategies, Managing Change, and Organisational Behaviour apply particularly to Karen's work, she says. 'Workplaces are constantly evolving and changing and so is the HR field. HR managers now have to be more intrinsically linked to the business; they have to be more of a business partner than just a personnel manager.'

'The business-related subjects helped me understand how things like change can impact on an individual employee.' She also values the bigger picture: 'the course in general definitely helped me with my growth and development.'

Coursework degrees

Graduate Diploma of Human Resource Management

2 PT X Course code: M615

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate of Human Resource Management or the Australian Human Resources Institute's Professional Diploma of Human Resources.

The Graduate Diploma of Human Resource Management will give you the skills and knowledge to prepare you for the human resource development and management roles that your employment demands. The course is accredited by the Australian Human Resources Institute (AHRI). In addition, the course aims to meet the needs of senior management whose duties require them to take on responsibilities in human resources development and management.

Course structure

You must complete 8 credit points of study, comprising 7 credit points of core units and a 1 credit point elective unit.

Core units

MMH701 Human Resource Strategy
MMH702 Human Resource Planning
MMH703 Human Resource Development
MMH704 Human Resource Performance Management
MMH706 Advanced Human Resource Management
MMH709 Employment Relations for Organisational Effectiveness
MMH710 Rights and Responsibilities in Human Resource Management

Elective units

Select one unit from:

MMH707 Managing Transitions and Change
MPR707 Change Management*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Human Resource Management

1 PT X Course code: M515

Admission requirements: A bachelors degree or equivalent or five years of relevant work experience or a combination of relevant training and work experience.

The Graduate Certificate of Human Resource Management provides skills and knowledge for a career in human resources in business, government or industry. Upon successful completion of the course, you will be eligible for admission into the Graduate Diploma of Human Resource Management. The course is accredited by the Australian Human Resources Institute (AHRI).

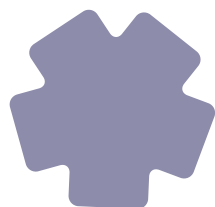
Course structure

You must complete 4 credit points of core units.

MMH701 Human Resource Strategy
MMH702 Human Resource Planning
MMH703 Human Resource Development
MMH704 Human Resource Performance Management



FOR MORE INFORMATION VISIT
[www.deakin.edu.au/buslaw/
management-marketing/hrm](http://www.deakin.edu.au/buslaw/management-marketing/hrm)



KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

Information security

Information security at Deakin offers a wide focus, with units incorporating three different but related areas of study.

Law units combined with information systems and information technology units offers a broader interdisciplinary exposure to the security expectations and obligations of business organisations with regard to legal obligations, information management and information technology security.

Master of Information Security

1 B X Course code: M781

Application requirements: A four-year bachelors degree or equivalent, or a three-year bachelors degree plus a minimum of two years relevant professional or managerial experience in an IS environment.

The Master of Information Security is designed to provide specific information security skills and knowledge relevant to tasks undertaken in the effective management of an organisation's security resources. It also provides a general business knowledge to enable security practitioners to manage an organisation's information security requirements.

Course structure

You must complete 8 credit points of study, comprising 4 credit points of core units and 4 credit points of elective units selected from a specified list.

Core units

MLM770 Law and the Internet

MLM786 Electronic Crime

MSC755 Risk Management for Business Information Systems

MSC767 Business Security Management

Elective units

Select 4 credit points of units from:

MLM788 International Financial Crime

MLM792 Anti-Money Laundering and Counter-Terrorism Financing

MSC752 eBusiness Strategies

MSC753 eBusiness and Supply Chain Management

MSC768 Knowledge Management

MSC769 Information Systems Infrastructure

MSC770 Information Systems and Global Issues

SIT703 Advanced Digital Forensics

SIT704 Advanced Topics in Digital Security

SIT735 Communications Network Security

SIT775 IT Services in Organisations

SIT784 Mobile and Ubiquitous Computing

or you may choose an alternative elective unit with prior written approval of the Course Team Chair.

Master of Networking and Security

1.5 B Course Code: S781

Graduate Diploma of Information Technology S678 (exit option only)

Graduate Certificate of Information Technology S578 (exit option only)

Admission requirements: An approved three-year undergraduate degree in an information technology or related field. Alternative admission criteria for applicants with a non-computing degree includes demonstrable professional experience, comprising at least five years experience in IT security, networking or a related field.

The Master of Networking and Security is an inter-disciplinary course that covers network computing, information systems, cryptography, ubiquitous computing, digital forensics and law. The course aims to train you in two related fields that are widely recognised as critical to the successful provision of IT infrastructures that can effectively support the achievement of strategic business goals. The course will provide you with advanced skills needed to successfully design, maintain and manage network infrastructures and applications; to effectively secure these infrastructures, information systems and assets; and to investigate any network and information security breaches through digital forensic techniques.

Course structure

You must complete 12 credit points of study.

Year 1

Trimester 1

MSC767 Business Security Management

SIT701 Internet Core and Enterprise Routing

SIT764 Project Management

SIT704 Advanced Topics in Digital Security

Trimester 2

SIT703 Advanced Digital Forensics

SIT784 Mobile and Ubiquitous Computing

SIT735 Communications Network Security

plus one IT elective unit

Year 2

Trimester 1

MLM770 Law and the Internet

SIT751 Java Network Programming

SIT782 Practical Project

plus one IT elective unit

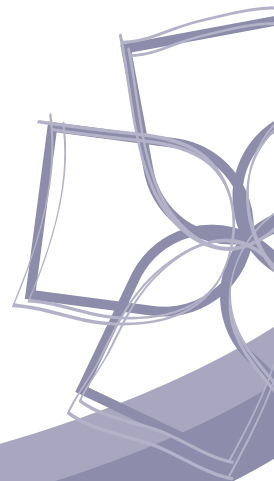
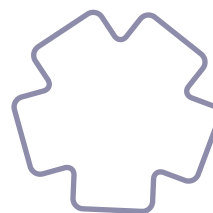
IT elective units

Please refer to the *2012 Postgraduate Information Technology Study Area Booklet* or visit www.deakin.edu.au for details of IT elective units.

Note: The course has been designed so that you have the opportunity to exit after 4 credit points with a Graduate Certificate of Information Technology or after 8 credit points with a Graduate Diploma of Information Technology.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/infosys



Coursework degrees

Information systems

Professional relevance in a business framework

Information systems and electronic business at Deakin is based on a strong foundation of close community and business links. This has taken our courses beyond the technical domain to one of engagement with the broader community in a great variety of contexts. It has given relevance, breadth and reach to the postgraduate courses.

Deakin's information systems academic staff have expertise in:

- » business integration
- » customer relationship management
- » eBusiness security and privacy
- » electronic trading
- » information equity and access
- » internet commerce
- » knowledge management
- » project management
- » requirements engineering
- » supply chain management.

From this platform, and in response to opportunities for business professionals with an expertise in information systems (IS) and eBusiness, the Master of Information Systems has been developed with interdisciplinary specialisations which will open up opportunities in one of the most important areas of demand in the global professional labour market.

The Master of Information Systems, and Graduate Diploma and Graduate Certificate, are specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management.

The Master of Information Systems is designed to provide students with high quality and inter-disciplinary education and training across the breadth of IS. The course offers career opportunities and enhanced employment prospects to traditional students who desire skills and knowledge relevant to their pursuit of a career in IS, and to students who do not see IS as their principal career but who want to combine IS skills and knowledge with relevant discipline areas such as marketing, commercial law and international business.

Information systems specialisations

- » Business analysis
- » eBusiness and supply chain management
- » IS project management
- » IS research thesis

Interdisciplinary specialisations

- » Commercial law
- » Enterprise security management
- » International trade and business
- » IS management issues
- » Marketing

Master of Information Systems

1.5 **B** **X** Course code: M722. CRICOS code: 052316E

Admission requirements: A three-year bachelors degree or equivalent, or completion of the Graduate Certificate of Information Systems or Graduate Diploma of Information Systems.

Deakin's Master of Information Systems offers an expansive view of information systems and electronic business to include the associated strategies, processes, technologies and human aspects for its application in a business and social context.

The course integrates the use of technology within a broader policy and strategic framework equipping you for higher level policy and management opportunities, beyond the constraints of narrow technical boundaries.

Interdisciplinary specialisations are offered which open up opportunities in one of the most important areas of demand in the professional labour market throughout the world.

Course structure

You must complete 12 credit points of study, comprising 3 credit points of core units, Information Systems units amounting to 5 credit points, which may be grouped to form an Information Systems specialisation, and Information Systems units or elective units amounting to 4 credit points, which may be grouped to form another Information Systems specialisation or an interdisciplinary specialisation.

Core units

MSC705 Information Systems Analysis and Design
MSC769 Information Systems Infrastructure
MSC770 Information Systems and Global Issues

Information systems specialisations

Business analysis

MSC712 Advanced Systems Analysis and Design
MSC754 Information Systems Business Analysis
MPI700 Postgraduate Internship
MPM701 Business Process Management

eBusiness and supply chain management

MSC753 eBusiness and Supply Chain Management

plus 3 credit points of units from:

MSC752 eBusiness Strategies
MSC756 Project Management
MSC767 Business Security Management
MSC768 Knowledge Management
MSC795 eBusiness Processes
MSQ791 Data Analysis for Managers

IS project management

MSC756 Project Management

plus 3 credit points of units from:

MPI700 Postgraduate Internship
MSC753 eBusiness and Supply Chain Management
MSC754 Information Systems Business Analysis
MSC755 Risk Management for Business Information Systems
MSQ791 Data Analysis for Managers

IS research thesis

MPP704 Research Project 4 (4 credit points)

➔ Continued on page 50

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



David Makin
Master of Information Systems, 2010
Off campus
Employed: IT management consultant

David Makin says it is important to have a masters degree in a position like his, especially if your undergraduate degree is a few years old. 'I act as a management consultant and people expect you to have a masters,' he says. 'Let's face it, if you have gone through tertiary education 20 years ago, your undergraduate degree starts to show its age with business concepts and technology changing so much over the last two decades.'

When he completed his undergraduate degree in the nineties, there was far more limited use of technology, David points out. 'There has been such a massive cultural shift, the whole model for delivering education and learning has changed.' He capitalised on some of those changes by taking most of his Master of Information Systems at Deakin off campus. He completed some units online, but chose to attend a few lectures in person when it suited.

The oil, gas and mining sectors are David's areas of expertise and he has primarily worked in the integration of systems and management of IT specific to those industries. He chose Deakin for his Master of Information Systems because

of its off-campus options and choice of subjects. 'The ability to do it off campus and self-paced I found attractive and it was a better campus model,' he says. 'I also liked the ability to mix and match some of the units.'

'(The course) takes you to another level, broadens your skill base and helps change your outlook and the way you engage with people.'

A highlight of David's Deakin experience was finishing his course with a China Study Tour. 'I planned it so I did the trip at the end and it was something different – really out of the box,' he says. Although he has been to China several times on business, the study tour held some unique benefits, he explains. 'There is a lot of interaction in the business sector in and around China today and it is definitely becoming a dominant marketplace for oil, gas and mining products. I have had business interaction within China for many years, however it is different to interact on an academic level.'

The lecturers who conducted the tour drew

high praise from David as they cultivated strong links with a Chinese university. 'It was not just learning about China, but very much about a total China experience and being immersed in it 24/7,' he says. 'You learn far more about the people and culture than you would if on a business trip or vacation.'

Because he works for himself and his studies were self-funded, David says he was making a strong personal investment in the course. 'I saw it as something I needed to do for myself and I had to make it relevant to this environment.' Anyone considering the course should avoid underestimating the commitment involved, he adds. 'There is significant personal sacrifice, especially if you have a family and a demanding job. You have got to be focused and very disciplined.' But, after completing the course in just two years, he can now reap the rewards. 'It takes you to another level, broadens your skill base and helps change your outlook and the way you engage with people,' he says. 'There is a real sense of achievement.'

Coursework degrees

Interdisciplinary specialisations

Note: Not all specialisations are available in all modes or trimesters of study.

Commercial law

MLM720 Introduction to Commercial Law

plus 3 credit points of units from:

MLC703 Principles of Income Tax Law

MLM703 Chinese Commercial Law

MLM721 International Competition Law and Policy

MLM731 Corporations Law

Enterprise security management

MLM770 Law and the Internet

MLM786 Electronic Crime

MSC755 Risk Management for Business Information Systems

MSC767 Business Security Management

International trade and business

Select 4 credit points of units from:

MPE707 International Banking and Finance

MPE711 Global Trade and Markets

MPE781 Economics for Managers

MPK736 International Marketing

MPM703 Business Strategy and Analysis

MPT735/MPM735 International Business Management[#]

IS management issues

Select 4 credit points of units from:

MMH707 Managing Transitions and Change

MPC741 IT Strategy and Management

MPR721/MPM721 Organisational Behaviour^{*}

MPM722/MPR722/MPT722 Human Resource Management^{**}

MSQ791 Data Analysis for Managers

Marketing

Select 4 credit points of units from:

MMK733 Strategic Marketing

MMK737 Online Marketing

MMK751 Services Marketing

MPK701 Research Design and Analysis

MPK712 Advertising and Consumer Behaviour

MPR732/MPK732 Marketing Management^{*}

MPK736 International Marketing

Electives from other schools


MPA701 Accounting

MPF753/MPT753 Finance[#]

^{*} MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Diploma of Information Systems

 Course code: M622. CRICOS code: 052315F

Admission requirements: A three-year bachelors degree, or completion of the Graduate Certificate of Information Systems.

Deakin's information systems studies offer specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant complementary studies in business.

This Graduate Diploma allows articulation into the Master of Information Systems (MIS) and combined MIS courses.

Course structure

You must complete 8 credit points of study, comprising 3 credit points of core units and 5 credit points of Information Systems units which may be grouped to form an Information Systems specialisation. Students electing to undertake an Information Systems specialisation must choose from either the eBusiness and supply chain management specialisation, or the IS project management specialisation. See the Master of Information Systems (M722) entry on page 48 for available units.

Core units

MSC705 Information Systems Analysis and Design

MSC769 Information Systems Infrastructure

MSC770 Information Systems and Global Issues

Elective units

Select 5 credit points of units from:

MPM701 Business Process Management

MSC703 Business Data Management

MSC752 eBusiness Strategies

MSC753 eBusiness and Supply Chain Management

MSC754 Information Systems Business Analysis

MSC755 Risk Management for Business Information Systems

MSC756 Project Management

MSC767 Business Security Management

MSC768 Knowledge Management

MSC795 eBusiness Processes

MSQ791 Data Analysis for Managers

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Graduate Certificate of Information Systems

0.5 B X Course code: M522 (full time Trimester 2 only). CRICOS code: 052305G

Admission requirements: A three-year bachelors degree or equivalent, or five years of relevant work experience or a combination of relevant training and work experience.

Deakin's information systems studies offer specialist, advanced courses in the business-oriented principles and practices of information systems, electronic business and supply chain management. The courses integrate information systems studies with relevant complementary studies in business.

This Graduate Certificate allows articulation into the Graduate Diploma of Information Systems, Master of Information Systems (MIS), Master of Accounting Information Systems¹ and combined MIS courses.

Course structure

You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective Information Systems elective units.

Core units

MSC705 Information Systems Analysis and Design
MSC770 Information Systems and Global Issues

Elective units

Select 2 credit points of units from:

MPM701 Business Process Management
MSC703 Business Data Management
MSC752 eBusiness Strategies
MSC753 eBusiness and Supply Chain Management
MSC754 Information Systems Business Analysis
MSC755 Risk Management for Business Information Systems
MSC756 Project Management
MSC767 Business Security Management
MSC768 Knowledge Management
MSC769 Information Systems Infrastructure
MSC795 eBusiness Processes
MSQ791 Data Analysis for Managers

¹ Students articulating from the Graduate Certificate of Information Systems will not receive any Credit for Prior Learning into the Master of Accounting Information Systems for units completed.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/mis

Coursework degrees

Insurance and risk management

Developing an international perspective about insurance and competency to operate in a global environment.

The Master of Insurance and Risk Management provides specialist education and professional accreditation for the insurance industry.

The Master of Insurance and Risk Management equips students to understand and apply the factors needed for the evaluation and acceptance of risks, particularly the principles of underwriting and reinsurance. It enables students to satisfy the educational requirements of the Australian and New Zealand Institute of Insurance and Finance (ANZIIF) Fellowship award; and to satisfy the requirements in relation to the relevant competencies of Australian Securities Investment Commission (ASIC) Policy Statement RG146.

Master of Insurance and Risk Management

  Course code: M773

Admission requirements: A four-year bachelors degree or equivalent, or a three-year bachelors degree or equivalent and a minimum of two years of professional or managerial experience in finance, insurance, financial planning, or superannuation or related industries. Alternative entry will be available by completion of M573 Graduate Certificate of Insurance and Risk Management¹.

The Master of Insurance and Risk Management provides specific education and professional accreditation for those graduate-level industry entrants in the general insurance sectors of the insurance industry. In addition to the core units, the course includes an elective business practicum unit that provides you with the opportunity to undertake appropriate and relevant experiential learning in a business context and also allows you to complete a specialisation in either insurance or risk management.

Course structure

You must complete 8 credit points of study, comprising 5 credit points of units selected from a specified list, plus 3 credit points of elective units.

Core units

Select at least 5 credit points from:

MAF754 Enterprise Risk Management
MPS701 Principles of Risk and Insurance
MPS703 Reinsurance
MPS707 Life Risk
MPS708 General Insurance
MPS710 Insurance and Risk Management Practicum

Elective units

Select 3 credit points from:

MLC771 Law for Managers
MPT753/MPF753 Finance
MPA711 Corporate Governance and Ethics
MPA751/MPR751 Financial Reporting and Analysis*
MPM722/MPR722/MPT722 Human Resource Management**
MPK732/MPR732 Marketing Management*
MPM715 Management and Organisational Consulting
MAF702 Financial Markets


Student may also undertake other postgraduate units offered by the Faculty of Business and Law subject to the approval of the Course Team Chair.

¹ Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any Credit for Prior Learning into the Master of Insurance and Risk Management for units completed.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Insurance and Risk Management

  Course code: M573

Admission requirements: A bachelors degree or equivalent, or senior associate membership of the Australian and New Zealand Institute of Insurance and Finance plus five years of industry experience, or seven years of experience in finance, insurance, financial planning or superannuation.

The Graduate Certificate of Insurance and Risk Management provides specific education for those graduate-level industry entrants in the general insurance sectors of the insurance industry.

The course allows articulation into the Master of Insurance and Risk Management¹.

Course structure

You must complete 4 credit points of study, comprising 3 credit points of units selected from a specified list and a 1 credit point elective unit.

Core units

Select at least 3 credit points of units from:

MPS701 Principles of Risk and Insurance
MPS707 Life Risk
MPS708 General Insurance
MPS703 Reinsurance

Elective units

Select one unit from:

MLC771 Law for Managers
MPA711 Corporate Governance and Ethics
MPA751/MPR751 Financial Reporting and Analysis*
MPK732/MPR732 Marketing Management*
MPM722/MPT722 Human Resource Management*
MPT753/MPF753 Finance*

or any other unit in the Master of Insurance and Risk Management course, approved in writing by the Course Team Chair. Where a student is precluded from a unit in the Graduate Certificate, the student may seek permission from the Course Team Chair to undertake an alternate unit.

¹ Students articulating from the Graduate Certificate of Insurance and Risk Management will not receive any Credit for Prior Learning into the Master of Insurance and Risk Management for units completed.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

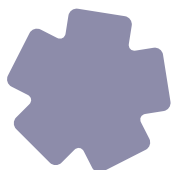


FOR MORE INFORMATION VISIT

www.deakin.edu.au/buslaw/gsb/course/insriskmgt

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



Mark Dal-Corobbo
Master of Insurance and Risk Management, 2010
Off campus
Employed: Customer relationship manager, Vero
Global and Risk Managed



Mark Dal-Corobbo already had a degree and a role he enjoyed. Completing a Master of Insurance and Risk Management at Deakin gained him two additional advantages. 'It gave me an in-depth understanding of the insurance industry,' he says. 'It gave me a technical and theoretical understanding of how things work and why. I didn't have that before.'

'Also it was about me having more credibility in the marketplace and what it could do for me in the future,' he says. 'I know it will put me in good stead.'

A varied and interesting path brought Mark to the insurance industry. With a mechanical engineering degree to his name, he initially worked as a project engineer at the University of South Australia before moving into the private sector. 'What I was doing was technically oriented but I realised I didn't want to deal just in formulas, I wanted more to do with people,' he says.

Next came business development and account management roles in private industry that also required some selling skills, then a move into

the finance sector with a leasing organisation and a bank. 'I had had enough of selling by then,' says Mark. 'So I went into a management role at Vero. It was my entry into the insurance industry. They were looking for someone with a background in heavy engineering and manufacturing.'

'(The course) gave me a technical and theoretical understanding of how things work and why. I didn't have that before.'

It was three years into the role that Mark's manager suggested he consider some formal qualifications in the insurance field and, apart from the training offered within the industry, he found Deakin was the only university providing the course. Initially enrolling in and beginning a graduate diploma, he received a pleasant surprise when he found himself on track to a masters. 'My lecturer was good enough to suggest I switch to the masters. They recognised my experience in the industry and my undergraduate degree,'

he explains.

As he lives on the opposite side of Melbourne to the University's Burwood Campus, Mark found online study suited him perfectly. 'I liked it because I could progress through units at my own pace. Having access to DSO (Deakin Services Online) was invaluable and allowed me to fit study in with my work and family commitments. It doesn't matter where you are or what you are studying, everyone is on the same page.' The benefits of online study were particularly relevant when he did a group assignment with students from Sydney and Hong Kong, Mark says. 'Despite the tyranny of distance and our different career backgrounds, we worked really well together and complemented each other's points of view.'

Mark is convinced the masters has placed him in a good position to further his career. 'It was a rewarding experience and I am glad I did it,' he says.



George Jose
Master of International Business, 2010
Master of Business Administration, 2010
Melbourne Burwood Campus
Employed: Consultant, Performance Improvement,
Advisory, Ernst and Young

Whoever employed George Jose was always going to get a package deal. Not only did he present with two masters degrees, George had made a conscious decision to get involved in as many aspects of university life as possible when he came to Deakin. And he says it all paid off because each experience enhanced the other. 'All the skills add up,' he says. 'When I went to my interviews with Ernst and Young, they wanted more than the academic side so they looked at everything. I got the job because of the way I engaged myself at university.'

George joined the Deakin Business Society and became the 2009 president. As a result, he was nominated for a position on the Deakin Council. He was also president of the Deakin Toastmasters Club, a member of the Course Review Panel for the Master of Business Administration (MBA), and a mentor to other students. 'It is all very beneficial because I learned a lot by being part of a great team,' he says. 'You are helping but having fun at the same time.'

Previously, after completing an engineering degree in India, then working as a project manager in the Middle East, George had decided he needed some formal qualifications to back up his practical skills. He focused on an

MBA specialising in project management and researched his options thoroughly before choosing Deakin. 'I was quite fascinated by Australia as the land of opportunity, and I looked at university ratings,' he says. 'I thought Deakin was one of the most progressive and its MBA has been around for about 20 years. It was definitely the place to be.' University staff also came under George's

'It's about networking and developing yourself both professionally and personally.'

microscope. 'I looked at staff profiles and noted how many had a PhD and what research papers they had presented so I knew what to expect,' he says. Once his courses were underway, he was not disappointed. 'I was pleased with the whole relaxed feel,' he says. 'They were very nice and encouraging and there was plenty of two-way communication between lecturers and students.'

Deciding a Master of International Business would complement his MBA perfectly, George studied the two masters courses concurrently during 2008–2009. A business practicum at Ernst and Young proved both a course highlight and a catalyst to his current position. 'It was wonderful

to get that industry-based experience,' he says. 'I had experience in India and the Middle East, but not a lot locally.' 'It was quite engaging and everyone assisted me with my project and made me feel part of the company.'

Beginning his MBA just as the Global Financial Crisis hit increased his learning opportunities, George was pleased to find the course content so up-to-date and relevant. 'It put everything in context. We could see that everything has a global effect and all the assignments and discussions were based on today's events,' he says. 'All the news and current events were infused into what we learned.'

George says the two Deakin postgraduate degrees have allowed him to 'reposition' himself in the job market. 'They have given me more leverage and more options. I can apply the MBA across different dimensions and the international business aspect helps even further.' He advises other international students to take up study, and to also follow his lead by getting involved in university life. 'It's about networking and developing yourself both professionally and personally.'

Coursework degrees

International business

Global business and international trade operate in an increasing and ever-changing environment. Deakin provides you with the skills, expertise and knowledge base you need to excel in a variety of areas.

The Master of International Business provides an integrated perspective by combining units on economic and financial management with those dealing with strategy, marketing, law and international relations.

The 8 core units are complemented by a choice of elective units spanning a wide range of areas that are relevant to international business. Graduates of these courses develop the skills to manage in the global business environment wherever their international careers take them.

Master of International Business

1.5 **B** **X** Course code: M723. CRICOS code: 037927C

Admission requirements: A bachelors degree or equivalent in a business discipline, or completion of the Graduate Certificate or Graduate Diploma of International Business.

Graduates of Deakin's Master of International Business will acquire the capability to operate in an international context, as well as a sound understanding of the business practices of international trade.

You will develop technical knowledge and skills, political and cultural awareness, and an international perspective, enabling you to take up a wide range of career opportunities.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units.

Core units

MPE707 International Banking and Finance
MPE711 Global Trade and Markets
MPE781 Economics for Managers
MPK736 International Marketing
MPM703 Business Strategy and Analysis
MPR732/MPK732 Marketing Management*
MPT735/MPM735 International Business Management#
MPT753/MPF753 Finance#

Elective units

Select 4 credit points of units from:

AIR728 Global Political Economy
AIR742 International Relations Theory
AIR747 Contemporary International Politics
ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures
MLM703 Chinese Commercial Law
MLM740 International Commercial Law
MLM782 Indian Law
MPA751/MPR751 Financial Reporting and Analysis*
MPI700 Postgraduate Internship
MPM702 Audacious Leadership ^
MPM704 Managing for Environmental Sustainability
MPM722/MPT722/MPR722 Human Resource Management**
MSC752 eBusiness Strategies
MSQ791 Data Analysis for Managers

or any other postgraduate units offered by the Faculty of Business and Law subject to the approval of the Program Director.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

^ The cost for this experiential unit is in addition to the tuition fees.

Graduate Diploma of International Business

1 **B** **X** Course code: M651. CRICOS code: 018313B

Admission requirements: A bachelors degree or equivalent or five years of business experience. Graduates with backgrounds in non-business disciplines are encouraged to apply.

Allows articulation into the Master of International Business and combined Master of International Business courses.

Course structure

You must complete 8 credit points of study, comprising 4 credit points of core units and 4 credit points of elective units.

Core units

MPE711 Global Trade and Markets
MPE781 Economics for Managers
MPM703 Business Strategy and Analysis
MPT735/MPM735 International Business Management#

Elective units

Select 4 credit points of units from:

MLM703 Chinese Commercial Law
MLM740 International Commercial Law
MPE707 International Banking and Finance
MPF753 Finance
MPR732/MPK732 Marketing Management*
MPK736 International Marketing
MSC752 eBusiness Strategies
MPA751/MPR751 Financial Reporting and Analysis*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of International Business

0.5 **B** **X** Course code: M572 (full time Trimester 1 only). CRICOS code: 018308K

Admission requirements: A bachelors degree or equivalent, or five years of business experience. Graduates with backgrounds in non-business disciplines are encouraged to apply.

Deakin's Graduate Certificate of International Business allows articulation into the Graduate Diploma of International Business and Master of International Business.

Course structure

You must complete 4 credit points of core units.

Core units

MPE711 Global Trade and Markets
MPE781 Economics for Managers
MPM703 Business Strategy and Analysis
MPT735/MPM735 International Business Management#

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/gsb

Coursework degrees

International finance

Explicitly recognising the increasing sophistication and integration of financial markets throughout the world.

The Master of International Finance is a specialist course which develops a professional capability in finance, with a particular emphasis on international trade and associated financial markets.

The Master of International Finance establishes a broad understanding of the structure and operation of financial markets and the financial instruments used in those markets, together with a familiarity with the theory and techniques underlying trading and investment activity. It adds to this an underlying international perspective which reflects the increasing sophistication of worldwide financial markets and their integration within the international trade of the global economy.

Contributing to professional practice

In both its coursework and research components the Master of International Finance is directed towards the requirements of finance professionals. Students develop their understanding of finance markets, their critical thinking skills and their ability to apply theoretical understanding and research results to practical finance problems.

For graduates already working in the finance industry it will improve their professional capabilities in a range of finance domains; for graduates without a background in finance it will provide advanced studies in financial markets and appropriate research methodologies.

The Master of International Finance is a 12 credit point course taken over 1.5 years of full-time study (or the part-time equivalent) available to graduates in finance as well as to graduates of other disciplines. The course is offered on campus in Melbourne and off campus.

The Graduate Certificate of Finance and the Graduate Diploma of International Finance are available as pathways to the Master of International Finance. The courses provide a sound foundation in the key areas of international finance and give students formal recognition of their knowledge and skills as they progress towards the Master of International Finance.

Flexible and relevant

Independent study and research related activities will be fostered as students undertake the course in flexible, on-campus mode and pursue their individual investigative projects. The Master of International Finance is supported by electronic teaching and learning complemented by high quality course materials including lecture outlines, extra readings and tutorial problems.

Professional accreditation

Depending on the particular units completed in the Master of International Finance, students may gain membership of the Finance and Treasury Association (FTA), Financial Planning Association (FPA) and the Financial Services Institute of Australia (FINSIA).

The financial planning specialisation may lead to Credit for Prior Learning into the Financial Planning Association of Australia (FPA) Certified Financial Planner program, as well as satisfy the requirements of the Australian Securities Investment Commission (ASIC) as an approved training course under RG146. The completion of the core units, plus Enterprise Risk Management, will qualify students to apply for membership of the FTA.

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Master of International Finance

1.5 **B** **X** Course code: M730. CRICOS code: 054577A

Admission requirements: A three-year bachelors degree, or completion of the Graduate Diploma of International Finance or Graduate Certificate of Finance.

Finance professionals will be especially interested in the Master of International Finance as the coursework and research components have been designed to enhance their professional practice in a range of financial domains. The course may also be attractive to others with an undergraduate degree, wanting to acquire a professional qualification in finance.

The course aims to provide a high level of education in finance issues and research methodologies appropriate to finance, and will improve professional practice in a range of finance domains.

Depending on your chosen specialisation you may be eligible for membership of the Financial Planning Association and the Finance and Treasury Association (FTA).

Completion of the core units plus MAF754 Enterprise Risk Management will qualify you to apply for membership of the Finance and Treasury Association (FTA).

Course structure

You must complete 12 credit points of study, comprising 6 credit points of core units, 2 credit points of units from a specified list and 4 credit points of units from the remaining electives or from the range of listed specialisations, or a combination of both.

Core units

MAF702 Financial Markets
 MAF707 Investments and Portfolio Management
 MAF759 Quantitative Methods for Finance
 MAF760 International Finance
 MPE781 Economics for Managers
 MPT753/MPF753 Finance[#]

Elective units

Select 2 credit points of units from:

MAF703 Applied Corporate Finance
 MAF704 Treasury and Risk Management
 MAF711 Modelling Techniques for Finance
 MAF713 Futures, Options and Other Derivatives
 MAE723 Business and Financial Econometrics
 MPE711 Global Trade and Markets

Select 4 credit points of units from the remaining electives, or from the range of listed specialisations, or a combination of both.

You may study other postgraduate units offered by the Faculty, subject to approval.

Specialisations

Advanced finance

MAE723 Business and Financial Econometrics
 MAF761 Advanced Investments
 MAF762 Advanced Derivative Securities
 MAF764 Advanced Corporate Finance

Finance research project

MAR725 Research Methods
 MPP701 Research Project 1a
 MPP703 Research Project 2 (2 credit points)

Note: All 4 credit points under the Finance Research Project specialisation must be undertaken together and cannot be studied separately.

Financial planning

MAF708 Retirement Income Streams
 MAF709 Financial Planning Development
 MAF765 Introduction to Financial Planning
 plus a 1 credit point unit not previously studied in the Master of International Finance.

Risk management

MAF754 Enterprise Risk Management
 MAF762 Advanced Derivative Securities
 MAF763 Financial Intermediation
 MPE707 International Banking and Finance

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



Coursework degrees

Graduate Diploma of International Finance

1 B X Course code: M630. CRICOS code: 054576B

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate of Finance.

The Graduate Diploma of International Finance allows articulation into the Master of International Finance.

In this course you will develop the skills, technical knowledge and understanding required in today's increasingly complex and evolving field of international finance, and its application within the broader world of international business.

Course structure

You must complete 8 credit points of study, comprising 5 credit points of core units and 3 credit points of elective units.

Core units

MAF702 Financial Markets
MAF759 Quantitative Methods for Finance
MAF760 International Finance
MPE781 Economics for Managers
MPT753/MPF753 Finance[#]

Elective units

Select 3 credit points of units from:

MAE723 Business and Financial Econometrics
MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF708 Retirement Income Streams
MAF709 Financial Planning Development
MAF711 Modelling Techniques for Finance
MAF713 Futures, Options and Other Derivatives
MPE711 Global Trade and Markets

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Finance

0.5 B X Course code: M530. CRICOS code: 054575C

Admission requirements: A bachelors degree or equivalent, or five years of relevant work experience, or a combination of relevant training and work experience.

The Graduate Certificate of Finance allows articulation into the Graduate Diploma of International Finance and the Master of International Finance.

Course structure

You must complete 4 credit points of study, comprising 2 credit points of core units and 2 credit points of elective units.

Core units

MAF702 Financial Markets
MPT753/MPF753 Finance[#]

Elective units

Select 2 credit points of units from:

MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760 International Finance
MPE781 Economics for Managers

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/aef



KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

• STUDENT •
PROFILE

Carlsten Pinto
Master of International Finance, 2010
Melbourne Burwood Campus
Graduate Diploma of International Business, 2011
Melbourne Burwood Campus

Taking on a masters degree is tough enough. Add adjusting to a new country and working part time and life can become fairly challenging. However, Indian student Carlsten Pinto says the end results are worth the pain. 'The masters was pretty stressful, tough and demanding, but it made me feel like I had really achieved something.'

In 2008, when Carlsten applied to study for a Master of International Finance at Deakin, he already had a Bachelor of Commerce from Mumbai. A counsellor from student placement provider IDP had alerted him to Deakin's courses, plus he had a personal connection. 'I have a brother in Melbourne who knew about Deakin,' he says, 'He said it was a good choice for finance and accounting.'

Carlsten completed his commerce degree during 2008 and came to Australia straightaway to begin his masters. He was instantly impressed with the standard of the course, if a little

surprised. 'It actually exceeded my expectations because it was tougher than I expected,' he says. 'The content was good – very relevant, and I found the assignments quite practical.' One particular assignment proved very valuable, as well as enjoyable, Carlsten adds. 'In international banking and finance we had a simulation project involving trading in make-believe money.

'The content was good – very relevant, and I found the assignments quite practical.'

The assignment involved real-time trading in foreign currencies, and it was an excellent exercise, he says. 'It gave us the feeling of participating in the volatile money market.'

Deakin staff proved very helpful and supportive throughout his course, Carlsten found. 'There was a lot of really nice, friendly interaction and you could always approach the lecturers whenever

you felt like it,' he says. He has also been very happy with the facilities provided, particularly the library, which he describes as 'awesome'. Whilst studying his Graduate Diploma in International Business, Carlsten enjoyed campus life more as time went on. 'It became more interesting with more people around and I found it very lively and enjoyable.'

Carlsten has some advice for other international students venturing to Deakin. 'It is going to be tough but you need to hang in there,' he says. 'Get involved in your course and in campus life and remember that networking is really important. Get to know as many people as possible. Balancing your studies and work can get a bit tough, but in time you will learn to manage your time well.'

Having completed his Graduate Diploma of International Business, Carlsten is seeking employment in investment banking.

Coursework degrees

Law

Commercial Law that responds to the needs and demands of international business and corporate regulation.

Master of Commercial Law

The Master of Commercial Law (MComLaw) is open to graduates of any discipline, or to non-graduates who have sufficient qualifications or relevant commercial experience. The MComLaw is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly within Australia. Units cover key areas such as corporations law, income tax, international commercial law, internet law, corporate governance and trade practices.

There are also opportunities to learn in different ways. Chinese Commercial Law, for instance, is a popular unit that may be undertaken intensively by participating in the two week China Study Tour offered in July each year. Other units may be studied in the more traditional on-campus mode or by distance education. In addition, acknowledging the value of interdisciplinary studies, students may select up to three units offered by other schools or Faculties. Most are commercial in nature and some have an international focus.

Opportunities to develop research skills

In the MComLaw, students are introduced to legal research and writing in the core unit, Introduction to Commercial Law, and thereafter have the opportunity to engage in research as part of the assessment in most units.

Master of Commercial Law

i B X Course code: M725. CRICOS code: 042688D

Admission requirements: A four-year bachelors degree or equivalent, or a three-year bachelors degree or equivalent plus three to five years of relevant experience in a law or managerial related area. Also open to graduates of the Graduate Certificate of Commercial Law and Graduate Certificate of Commercial Law (Financial Crime Control).¹

Deakin's Master of Commercial Law reflects the School of Law's commitment to being a significant centre for teaching and research in commercial law.

Commercial law is such a vast and constantly changing area that it is inevitably the domain of those with highly specialised expertise. The course aims to extend the understanding of commercial law beyond a narrow legal framework. In doing so, we seek to enhance the capacity of our graduates to deal with legal issues through an associated understanding of the broader corporate/policy issues.

Course structure

You must complete 8 credit points from the structure below, comprising eight Commercial Law units (8 credit points) and up to three non-law units (3 credit points). Students without a law background will be required to complete the core unit MLM720 Introduction to Commercial Law.

Core units

(for students without a law background)

MLM720 Introduction to Commercial Law

Commercial law units

MLC703 Principles of Income Tax Law

MLC710 Sport and the Law

MLC771 Law for Managers

MLM703 Chinese Commercial Law

MLM706 Corporate Governance

MLM711 International Environmental Law

MLM712 International Intellectual Property Law

MLM714 International Labour Law

MLM721 International Competition Law and Policy

MLM731 Corporations Law

MLM740 International Commercial Law

MLM750 Human, Economic and Legal Rights

MLM770 Law and the Internet

MLM782 Indian Law

MLM785 International Law

MLM786 Electronic Crime

MLM788 International Financial Crime

MLM790 Marketing Law

MLM792 Anti-Money Laundering and Counter-Terrorism Financing

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus**Non-law units**

Select a maximum of 3 credit points of units from:

AIR706 Political Economy of the Asia Pacific
 AIR707 Global Governance
 AIR719 The United Nations and International Law
 AIR726 Human Rights in the International System
 AIR728 Global Political Economy
 AIR732 Terrorism in International Politics
 AIR749 Security in the Asia-Pacific Region
 AIR753 Regionalism in International Politics
 AIR754 Weapons of Mass Destruction Proliferation and Control
 MAF702 Financial Markets
 MAF754 Enterprise Risk Management
 MMH706 Advanced Human Resource Management
 MMH709 Employment Relations for Organisational Effectiveness
 MMH710 Rights and Responsibilities in Human Resource Management
 MPA711 Corporate Governance and Ethics
 MPA751/MPR751 Financial Reporting and Analysis*
 MPE707 International Banking and Finance
 MPE781 Economics for Managers
 MPM701 Business Process Management
 MPR721/MPM721 Organisational Behaviour*
 MPR722/MPM722/MPT722 Human Resource Management**
 MPR732/MPK732 Marketing Management*
 MPT735/MPM735 International Business Management#
 MPT753/MPF753 Finance#
 MSC755 Risk Management for Business Information Systems
 MSC767 Business Security Management
 MSQ791 Data Analysis for Managers

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. This cost is in addition to the tuition fees.

1 Successful completion of the Graduate Certificate of Commercial Law or Graduate Certificate of Commercial Law (Financial Crime Control) allows articulation into the Master of Commercial Law. Students who do not at that stage hold a four-year bachelors degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.





Nick Kemp
Master of Commercial Law, Deakin University, 2011
Employed: General Manager, Commercial, Nova Systems

Nick Kemp says there are several ways Deakin's Master of Commercial Law has helped him in his senior management role.

'There is a level of credibility with it so people place more faith in your views and I feel more confident when elevating commercial law related issues to the Board,' he says. 'It also sharpens your report writing and research skills. High level study hones those skills – you are more productive in a management role when you can argue points concisely and clearly.'

Nick began his career as an engineer in the air force. He worked on large defence projects where drafting contracts was part of his job, then moved into a consultancy role with Nova Systems – a company that supplies specialist engineering and management consultancy services. The Master of Commercial Law, which is designed specifically for non-law graduates, seemed the

logical choice. 'I was looking for something that would align with the kind of study I wanted to do,' says Nick. 'I had always had an interest in the

'... the subjects were really good, the quality of the materials and the timing was excellent and the people were very supportive.'

role of the law in business and being involved in management meant I was required to have a reasonable understanding of commercial law.'

As Nick lives in Canberra, he sought an online course and he was not disappointed with his Deakin experience, saying 'the subjects were really good, the quality of the materials and the timing was excellent and the people were very supportive.' He also found the subject matter suited his day-to-day role perfectly. 'I really

enjoyed the subjects I did, especially those relating to e-commerce and intellectual property.'

Nova Systems has grown from a staff of six to 200 in the nine years since Nick joined the company, and it now turns over \$35 million a year. As the General Manager, Commercial, Nick's role has grown immensely. 'Commercial law and management are very important aspects at that level,' he says. 'We have a robust team and moving into the bigger league we've all had to step up. The course has definitely helped me.'

Nick has some helpful advice for others contemplating studying while working. 'Be prepared to be fairly autonomous and to be diligent, and plan your assignments really well,' he says. 'I head up a commercial business unit and I selected subjects directly relevant to what affects the business.'

Coursework degrees

Graduate Certificate of Commercial Law

0.5 B X Course code: M525. CRICOS code: 042682K

Admission requirements: A three-year bachelors degree or equivalent, or three to five years of managerial level experience in a professionally relevant field.

The course is designed for students who have a general interest in commercial law and those who wish to learn more about specific areas of law, particularly in Australia. Units cover key areas such as corporation law, income tax, international commercial law, internet law, corporate governance, and trade practices.

Deakin's Graduate Certificate of Commercial Law allows articulation into the Master of Commercial Law and combined Master of Commercial Law courses¹.

Course structure

You must complete 4 credit points of Commercial Law units and up to one non-law unit. Students without a law background will be required to complete the core unit MLM720 Introduction to Commercial Law.

Commercial Law units

Select up to 4 credit points of units from:

MLC703 Principles of Income Tax Law
MLC710 Sport and the Law
MLC771 Law for Managers
MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM711 International Environmental Law
MLM712 International Intellectual Property Law
MLM714 International Labour Law
MLM720 Introduction to Commercial Law
MLM721 International Competition Law and Policy
MLM731 Corporations Law
MLM740 International Commercial Law
MLM750 Human, Economic and Legal Rights
MLM770 Law and the Internet
MLM782 Indian Law
MLM785 International Law
MLM786 Electronic Crime
MLM790 Marketing Law

Non-Law units

Select one unit from:

AIR707 Global Governance
AIR719 The United Nations and International Law
AIR726 Human Rights in the International System
AIR728 Global Political Economy
MPA751/MPR751 Financial Reporting and Analysis*
MPC701 Information Systems for Business
MPE707 International Banking and Finance
MPR732/MPK732 Marketing Management*
MPT753/MPF753 Finance#

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

¹ Students articulating from the Graduate Certificate of Commercial Law who do not at that stage hold a four year bachelor degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.

Graduate Certificate of Commercial Law (Financial Crime Control)

1 PT X Course code: M584

Admission requirements: A three-year bachelor degree or equivalent, or three to five years of managerial level experience in a professionally relevant field.

Deakin's Graduate Certificate of Commercial Law (Financial Crime Control) aims to develop an understanding of international financial crime and its impact on the law and on regulatory and corporate practices. The course is designed for current and prospective regulators and corporate officers who wish to deepen their understanding of the complexities of financial crime and the key legal and other strategies employed to combat these offences.

The course considers the main types of financial crime. Given the impact on the current thinking in the field, particular emphasis will be given to money laundering and financing terrorism. In addition, the course will enable you to study corporate governance and enterprise risk management as corporate and regulatory measures to counter financial crime.

Deakin's Graduate Certificate of Commercial Law (Financial Crime Control) allows articulation into the Master of Commercial Law.¹

Course structure

You must complete 4 credit points of core units comprising Commercial Law units and one non-law unit. The units may be studied in any order, but students who have to complete MLM720 Introduction to Commercial Law must do so successfully before enrolling in MLM788 International Financial Crime or MLM792 Anti-Money Laundering and Counter-Terrorism Financing.

Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Students without a law background

MAF754 Enterprise Risk Management
MLM720 Introduction to Commercial Law
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing

Students with a law background

MAF754 Enterprise Risk Management
MLM706 Corporate Governance
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing

¹ Students articulating from the Graduate Certificate of Commercial Law (Financial Crime Control) who do not at that stage hold a four year bachelor degree or equivalent will not receive Credit for Prior Learning into the Master of Commercial Law.

Coursework degrees

Deakin offers leading edge curricula with small, seminar-style classes for the on-campus students and flexible online delivery for the busy professional.

Master of Laws

The Master of Laws is available to those who have a law degree from an Australian or overseas law school or equivalent.

Our Master of Laws has a distinct orientation towards international commercial law and corporate regulation. It is designed for practitioners and others who wish to deepen their knowledge and understanding in these areas, especially those who wish to study online to accommodate their busy professional and personal lives.

Units are available by distance education using Deakin's renowned expertise in this form of teaching. Units cover key areas such as international commercial law, corporate governance, international intellectual property, Chinese commercial law, competition law and internet law.

Opportunities to pursue individual research interest

In the Master of Laws course students have an opportunity to pursue individual research interests.

Master of Laws

1 B X Course code: M726. CRICOS code: 042690K

Admission requirements: A four-year bachelors degree including an LLB or equivalent, or a three-year bachelors degree including an LLB or equivalent, plus at least one year additional work experience in law, business or other related fields.

The Deakin law program provides innovative and distinctive legal education rather than replicating the courses and approaches of other law schools across the country. The program at Deakin has a distinctive orientation towards commercial law, with practical and theoretical training through small group seminars. The Master of Laws course exposes law graduates to important principles in the field of commercial law, including an underlying international dimension.

Course structure

You must complete 8 credit points of elective units. You can complete the Master of Laws by a combination of coursework and minor thesis by selecting MPP703 Research Project 2.

Elective units

Select 8 credit points of units from:

MLM703 Chinese Commercial Law
MLM706 Corporate Governance
MLM710 International Commercial Arbitration
MLM711 International Environmental Law
MLM712 International Intellectual Property Law
MLM714 International Labour Law
MLM721 International Competition Law and Policy
MLM722 International Shipping Law
MLM723 Postgraduate Legal Internship A
MLM724 Postgraduate Legal Internship B
MLM740 International Commercial Law
MLM750 Human, Economic and Legal Rights
MLM761 Health and Biotechnology Law
MLM770 Law and the Internet
MLM782 Indian Law
MLM785 International Law
MLM786 Electronic Crime
MLM788 International Financial Crime
MLM792 Anti-Money Laundering and Counter-Terrorism Financing
MPP703 Research Project 2 (2 credit points)

Notes:

- (i) Not all units are offered every year.
- (ii) You may include a maximum of 2 credit points chosen from the Master of Commercial Law course structure (Commercial Law units and non-Law units), except MLM720 Introduction to Commercial Law.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/law

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurn Ponds Campus
- W** Warrnambool Campus
- X** Off campus



• STUDENT •
PROFILE

Madeleine Serle
Master of Laws, 2010
Off campus
Employed: Legal and Compliance Manager,
with a large award superannuation fund

Madeleine Serle has an unusual reason for undertaking Deakin's Master of Laws – she wants to be a doctor. 'It is something I have always wanted. I started medicine when I first went to uni but I got very ill and dropped out,' Madeleine explains. 'I changed to Law and, although I have had a successful career, not doing medicine has always been a regret.'

Since completing her initial Law degree, Madeleine has held a variety of positions in South Australia and Victoria, usually as a corporate lawyer in the investment management field. 'But I am proceeding with a complete change of career,' she says. 'I want to spend the second half of my life as a country doctor.'

Because her undergraduate degree is more than 10 years old, Madeleine found she needed another degree in order to obtain a current 'grade point average' and 'refresh' her old degree to meet graduate medical school requirements. 'Deakin's was the only Law course I could do completely by distance education and it is very well set up to do it,' she says. 'It is also very good value. I had a good look around and, in these days of fees, that is important.' When surveying course options,

she also checked out staff credentials. 'I looked at the quality of Deakin's academics and was really impressed.'

'It has been very helpful to my career generally – to push myself through the study and remind myself about fresh areas. It has given me a new vigour and forced me to think about new things.'

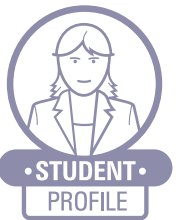
Apart from gaining the qualification that Madeleine needs for her new career, she says the masters held some surprise benefits. 'It has been very helpful to my career generally – to push myself through the study and remind myself about fresh areas. It has given me a new vigour and forced me to think about new things.'

Madeleine churned out 80 000 words during the masters and says she had to be 'very disciplined and very rigorous'. But selecting subjects that spread across her two interest areas brought plenty of rewards. 'I did some things purely out of interest and there were quite a few

subjects where I could explore my medico-legal interests, plus international human rights and environmental law areas.'

The impact of technology on her study opportunities greatly impressed Madeleine and she has encouraged others to look at furthering their qualifications online. 'I have had lots of experience in major Australian law firms but I didn't appreciate the availability of current legal research technology until I did this course. I could sit at my computer and reach out instantly to the whole world of legal scholarship. And locally, I would ask for help from my lecturers and was often astounded to receive replies at 10 o'clock at night,' she says. 'They were just so helpful and were always very kind.' Deakin's library facilities also earned high praise from Madeleine. 'I remember thinking that having books I selected online being delivered by courier to my veranda was total magic.'

As she awaits selection to a graduate medical school in 2012, Madeleine prepares for a possible physical move to a medical school somewhere in Australia, plus a journey to a new rural career. 'It's a marathon, not a sprint,' she says.



•STUDENT•
PROFILE

*Kasia Maruszak
Master of Marketing, 2010
Melbourne Burwood Campus and off campus
Employed: Marketing and Events Coordinator,
ANZ Private*

After realising she had made the wrong career choice, Kasia Maruszak has had no regrets in her subsequent change in direction.

Initially, Kasia studied physiotherapy. 'I worked as a physiotherapist for one year but it was not for me,' she says. However, the qualification did allow her to gain a taste of a different path. 'Because of my physio degree, I was able to move into corporate health and safety by being accepted into the Coles Myer graduate program,' she explains. 'It gave me a sense of what other things I could do.'

The opportunity to try life in the corporate world soon alerted Kasia to other possibilities. 'I had some experience collaborating with the Coles Marketing team during our health promotion for Mental Health Week and it really gave me a buzz,' she says. 'I knew then that marketing was what I wanted to do.'

As she began investigating her study options,

Kasia quickly gained some 'word of mouth' recommendations for Deakin. 'Because I was working full time, the online component was really important for me – especially the online lectures,' she says. 'Everything is based around DSO (Deakin Studies Online) and it far surpassed some of the other unis in that area.'

'Because I was working full time, the online component was really important for me – especially the online lectures.'

Describing her masters as 'a really great experience', Kasia says she thoroughly enjoyed the subject matter involved. 'One of my favourites was Advertising and Consumer Behaviour. It was about the theory behind creating an advertisement it was delivered in a really engaging way.' The mix

of on-campus and online study also appealed. 'I enjoyed participating in class discussions during evening classes and online study was really helpful.' The online facilities and quality of the lecturers are the main reasons Kasia says she would 'definitely recommend' Deakin.

Kasia is now Marketing and Events Coordinator for ANZ Private – a sub branch of ANZ that looks after high net worth clients. 'I bring to life a very busy sponsorship and events calendar and ensure that the face-to-face ANZ Private experience is befitting of our high-end brand,' she says. 'We do things like educational and investment seminars to share knowledge with our clients to help them make better wealth management decisions. Sponsoring the Australian String Quartet and events including the Australian Open also provide face-to-face opportunities to build client relationships.'

Coursework degrees


Marketing

A good understanding of marketing concepts and techniques is valuable in a wide range of industry, government and community contexts.

The Master of Marketing is designed for people who would like to develop their expertise in this exciting and growing area of business practice. In this course students will develop a thorough understanding of the fundamentals of marketing and the application of this knowledge to various areas of marketing practice.

The course lets students concentrate on their studies in marketing and build skills in market research and data analysis as well as in specialised areas such as customer service, online marketing and international marketing.

Master of Marketing

 Course code: M728. CRICOS code: 055073F

Admission requirements: A four-year bachelors degree or equivalent with no marketing major, or a three-year bachelors degree or equivalent with no marketing major and a minimum of two years of relevant professional or managerial experience in a marketing environment, or completion of the Graduate Certificate of Marketing¹.

Deakin's Master of Marketing is a specialist, professional course for graduates who have not studied marketing previously.

It is designed to provide an understanding of the theoretical, practical and research frameworks which underpin marketing and to develop the research, strategy and communication skills which are crucial in each of the key areas of marketing.

It will develop knowledge and skills in areas such as marketing research and integrated marketing communication which will enable graduates to analyse, plan, implement and control marketing activities in a variety of organisations.

Distinctive electives are available in sports marketing, arts marketing and public relations. The course has a particular emphasis on online, services and international marketing.

Course structure

You must complete 8 credit points of study, comprising 7 credit points of core units and one elective unit.

Core units

MLM790 Marketing Law
MMK733 Strategic Marketing
MMK737 Online Marketing
MPK701 Research Design and Analysis
MPK712 Advertising and Consumer Behaviour
MPR732/MPK732 Marketing Management*
MPK736 International Marketing

Note: One core unit is available in off-campus mode only.

Elective units

Select one unit from:

MMK751 Services Marketing
MPI700 Postgraduate Internship
MPK711 Strategic Customer Service
MPM705 Retailing

Students precluded from one or more of the above core units will be required to choose alternative units from:

ALR700 Public Relations Campaigns
ALR701 Public Relations Writing and Tactics
ALR704 Public Relations Management
ALR706 Online Public Relations and Communication
ALR731 Public Relations Theory and Practice
ALR782 Public Affairs and Opinion Formation
MMK792 Arts Marketing
MMM793 Managing Cultural Projects and Events
MMS712 Sport Marketing
MMS715 Sport Promotions and Public Relations
MMS773 Sport Broadcasting
MPP701 Research Project 1a
MPP702 Research Project 1b
MPP703 Research Project 2 (2 credit points)
MPP704 Research Project 4 (4 credit points)

or any other Master of Business Administration unit with approval from the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
1 Students articulating from the Graduate Certificate of Marketing will not receive any Credit for Prior Learning into the Master of Marketing for units completed.

Coursework degrees

Graduate Certificate of Marketing

0.5 **B** **X** Course code: M528. CRICOS code: 055072G

Admission requirements: A bachelors degree or equivalent with no marketing major, or seven years of relevant work experience in a marketing environment.

Deakin's Graduate Certificate of Marketing is designed to provide specialist knowledge and skills relating to the theoretical, practical, evaluative and research frameworks underpinning marketing.

The course allows articulation into the Master of Marketing.¹

Course structure

You must complete 4 credit points of study, comprising one core unit and 3 credit points of elective units.

Core unit

MPR732/MPK732 Marketing Management*

Elective units

Select 3 credit points of units from:

- MLM790 Marketing Law
- MMK733 Strategic Marketing
- MMK737 Online Marketing
- MMK751 Services Marketing
- MPK701 Research Design and Analysis
- MPK711 Strategic Customer Service
- MPK712 Advertising and Consumer Behaviour
- MPK736 International Marketing

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

¹ Students articulating from the Graduate Certificate of Marketing will not receive any Credit for Prior Learning into the Master of Marketing for units completed.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/management-marketing



KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Personal injury management

Developed in conjunction with the Personal Injury Education Foundation to meet the needs of a growing area of professional practice and policy development.

Personal injury management provides practitioners in the personal injury management area with units specific to that field as well as relevant units in general business. The program involves a mixture of off-campus study and residential units.

Enquiries about the personal injury management courses should be made through DeakinPrime.

Please contact the project manager on phone +61 3 9918 9106 or email pimhelpdesk@deakinprime.com.



Master of Management (Personal Injury)

3PT X Course code: M734

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate or Graduate Diploma of Management (Personal Injury).

The Master of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 12 credit points of study, comprising 9 credit points of core units and 3 credit points of elective units.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
 MPI702 Applied Business Project
 MPK711 Strategic Customer Service
 MPM740 Scheme Policy and Design
 MPM741 Scheme Assessment and Economics
 MPM742 Claims Management Strategy
 MPR706/MPM706 Strategic Management
 MPR707 Change Management*
 or
 MMH707 Managing Transitions and Change

Plus one unit from:

XGR703 Injury Management (Griffith University unit – studied cross institutionally)
 XGR705 Injury Management (Griffith University unit – studied cross institutionally)

Elective units

Select 3 credit points of units from:

AIP740 Public Policy Analysis
 AIP748 Intergovernmental Relations
 AIP773 Governance and Accountability
 AIP777 Accountability and Corporate Social Responsibility
 HSH701 Principles and Practice of Public Health
 HSH702 Contemporary Health Issues and Policies
 MLM706 Corporate Governance
 MLM761 Health and Biotechnology Law
 MPA711 Corporate Governance and Ethics
 MPC701 Information Systems for Business
 or
 MPM701 Business Process Management
 MPM702 Audacious Leadership[^]
 MPC741 IT Strategy and Management
 MPE781 Economics for Managers
 MPM712 Managing Innovation
 MPR703 Management Communication*
 MPR721/MPM721 Organisational Behaviour*
 MPR722/MPM722/MPT722 Human Resource Management**
 MSC752 eBusiness Strategies
 MSC756 Project Management

Or any other unit with prior written approval of the Course Team Chair.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.

Coursework degrees

Graduate Diploma of Management (Personal Injury)

2 PT **X** Course code: M634

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate of Management (Personal Injury).

The Graduate Diploma of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 8 credit points of study, comprising 6 credit points of core units and 2 credit points of elective units.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPM740 Scheme Policy and Design
MPM741 Scheme Assessment and Economics
MPM742 Claims Management Strategy
MPR706/MPM706 Strategic Management*

Plus one unit from:

XGR703 Injury Management (Griffith University unit – studied cross-institutionally)
XGR705 Injury Management (Griffith University unit – studied cross-institutionally)

Elective units

Select 2 credit points of units from:

AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
MLM706 Corporate Governance
MLM761 Health and Biotechnology Law
MPA711 Corporate Governance and Ethics
MPC701 Information Systems for Business

or

MPM701 Business Process Management
MPC741 IT Strategy and Management
MPE781 Economics for Managers
MPM712 Managing Innovation
MPM722/MPT722/MPR722 Human Resource Management**
MPR703 Management Communication*
MPR721/MPM721 Organisational Behaviour*
MSC752 eBusiness Strategies
MSC756 Project Management

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Management (Personal Injury)

1 PT **X** Course code: M534

Admission requirements: A bachelors degree or equivalent, or five years of relevant work experience, or a combination of relevant training and work experience.

The Graduate Certificate of Management (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 4 credit points of study, comprising 3 credit points of core units and one elective unit.

Core units

MPA751/MPR751 Financial Reporting and Analysis*
MPM740 Scheme Policy and Design

Plus one unit from:

XGR703 Injury Management (Griffith University unit – studied cross-institutionally)
XGR705 Injury Management (Griffith University unit – studied cross-institutionally)

Elective units

Select one unit from:

AIP740 Public Policy Analysis
AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility
HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
MLM706 Corporate Governance
MLM761 Health and Biotechnology Law
MPA711 Corporate Governance and Ethics
MPC701 Information Systems for Business

or

MPM701 Business Process Management
MPC741 IT Strategy and Management
MPE781 Economics for Managers
MPM712 Managing Innovation
MPM722/MPT722/MPR722 Human Resource Management**
MPR703 Management Communication*
MPR721/MPM721 Organisational Behaviour*
MSC752 eBusiness Strategies
MSC756 Project Management

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/future-students

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

Master of Business (Personal Injury)

2PT **X** Course code: M736

Admission requirements: A four-year bachelors degree or equivalent, or a three-year bachelors degree or equivalent and a minimum of two years of relevant professional experience.

The Master of Business (Personal Injury) was developed to meet the academic needs of a commercial partner – the Personal Injury Education Foundation (PIEF) and its constituent members. Those members are a consortium of Australian and New Zealand accident compensation regulators, insurers and claims management organisations. This course combines specialist units in personal injury management and other units offered by the Faculty of Business and Law relevant to the work of those in the accident compensation industry.

Course structure

You must complete 8 credit points of study, comprising 7 credit points of core units and 1 elective unit.

Core units

MPA751/MPR751 Financial Reporting and Analysis*

MPI702 Applied Business Project

MPM740 Scheme Policy and Design

MPM741 Scheme Assessment and Economics

MPM742 Claims Management Strategy

MPR706/MPM706 Strategic Management*

Plus one unit from:

XGR703 Injury Management (Griffith University unit – studied cross-institutionally)

XGR705 Injury Management (Griffith University unit – studied cross-institutionally)

Elective units

Select one unit from:

AIP740 Public Policy Analysis

AIP773 Governance and Accountability

AIP748 Intergovernmental Relations

AIP777 Accountability and Corporate Social Responsibility

HSH701 Principles and Practice of Public Health

HSH702 Contemporary Health Issues and Policies

MLM706 Corporate Governance

MLM761 Health and Biotechnology Law

MPA711 Corporate Governance and Ethics

MPC701 Information Systems for Business

or

MPM701 Business Process Management

MPM702 Audacious Leadership[^]

MPC741 IT Strategy and Management

MPE781 Economics for Managers

MPK711 Strategic Customer Service

MPM712 Managing Innovation

MPM722/MPT722/MPR722 Human Resource Management**

MPR721/MPM721 Organisational Behaviour*

MPR703 Management Communication*

MSC752 eBusiness Strategies

MSC756 Project Management

MPR707 Change Management*

or

MMH707 Managing Transitions and Change

or any other unit with prior written approval of the Course Team Chair.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

[^] The cost for this experiential unit is in addition to the tuition fees.

Enquiries about the Personal Injury Management courses should be made through DeakinPrime.

Please contact the project manager on phone +61 3 9918 9106 or email pimhelpdesk@deakinprime.com.



Coursework degrees

Property


This course provides the opportunity to refine the core professional skills, particularly related to property and real estate valuation, while developing an important understanding of how the various stakeholders in the property and real estate market can collaborate to deliver and operate more sustainable projects.

This course brings together a range of built environment disciplines from sustainable construction to property management to provide a broad perspective on issues of true international significance.

A focus on sustainability and its economic, social and environmental underpinnings within the construction management and the property and real estate professions, gives the course particular significance and relevance, while case studies provide opportunity for critical reflection and analysis. Critical evaluation of current and proposed initiatives in the context of case study research is an important part of the course. Students will gain specialist skills through practical experience and benefit from cutting-edge research and close cooperation with the property industry.

The Graduate Diploma of Property is recognised and professionally accredited by the Australian Property Institute (API). Graduates have satisfied the academic requirements for Certified Property Practitioner (CPP) status, Certified Property Manager (CPM) status and Certified Development Practitioner (CDP) status. In addition graduates who commenced study with a cognate undergraduate degree will satisfy the academic requirements for Certified Practising Valuer (CPV) status of the API.

Graduate Diploma of Property

  Course code: M633

Admission requirements: A bachelor degree or equivalent.

Deakin's Graduate Diploma of Property has been designed to suit the needs of two types of graduates: graduates from a property and real estate background who require further expertise in property and real estate principles, including valuation; and graduates who have completed an undergraduate degree from an unrelated discipline and wish to enter the property and real estate profession.

Students will graduate equipped with a high level understanding of the theoretical, policy, evaluative and research frameworks that underpin the property and real estate profession.

Course structure

You must complete 8 credit points of core units.

Trimester 1

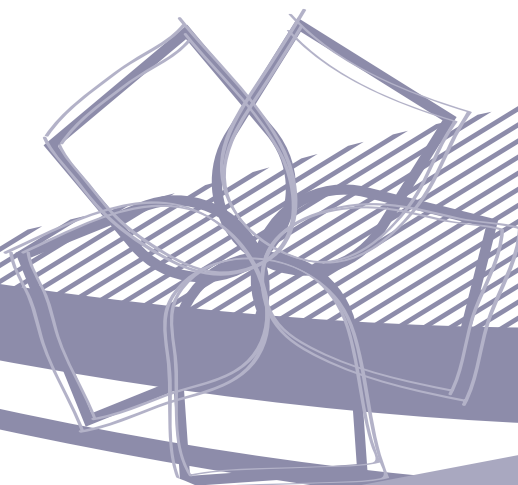
MMP712 Rating and Statutory Valuation
MMP713 Property and Real Estate Context
MMP722 Sustainable Construction Studies
MMP742 Investment Valuation

Trimester 2

MMP721 Property and Real Estate Law and Practice
MMP731 Management of Real Estate
MMP732 Property Development
MMP741 Property and Real Estate Valuation



FOR MORE INFORMATION VISIT
www.deakin.edu.au/property



KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Retail management

The retail industry is one defined by change and innovation in markets, products, store formats, technologies and supply chain. The critical challenges for retailers in this highly competitive and dynamic landscape are to leverage brand, optimise operations and develop customer loyalty, exceeding stakeholder and shareholder expectations as a result. Talented, experienced and qualified people are central to strategic retail success, however the industry is experiencing an unprecedented management skills shortage in key areas of retail operation. For employers this emphasises the need to retain and develop key staff and for employees it signals the right time to consolidate experience and attain the qualifications necessary for career advancement.

New for 2012, the Graduate Certificate of Retail Management is an innovative qualification aimed at developing the skills and knowledge of retail professionals. It will introduce a new standard of retail professionalisation to the industry through leading edge resources, expert faculty staff and dynamic and flexible learning methods.

Graduate Certificate of Retail Management

1PT B X Course code: M544

Admission requirements: A three year bachelors degree plus two years of relevant professional experience, or a master degree in a business field, or seven years of relevant professional experience.

The Graduate Certificate of Retail Management has been developed for those currently working in the retail sector wishing to develop specialist skills and knowledge to enhance their professional experience.

The aim of the Graduate Certificate of Retail Management is to broaden your knowledge and understanding of retail management by considering it in a number of contexts, including the Australian retail sector and international retail markets, while exploring global issues such as economic and environmental sustainability, along with social and cultural matters. The course will enhance your understanding of key contemporary principles and practices, and the developing role of performance knowledge skills. At the conclusion of the course, you will be able to demonstrate knowledge of key issues in retail management, including retail systems, ownership, distribution and supply, customer relations, consumer behaviour, merchandise operations, marketing, branding, and financial considerations.

Course structure

You must complete 4 credit points of study comprising 3 credit points of core units and a 1 credit point elective unit.

Core units

- MPM705 Retailing
- MPM716 Merchandise Management
- MPK732/MPR732 Marketing Management*

Elective units

Plus 1 credit point selected from:

- MMK737 Online Marketing
- MPA751/MPR751 Financial Reporting and Analysis*
- MPK711 Strategic Customer Service
- MPM712 Managing Innovation
- MPK712 Advertising and Consumer Behaviour
- MPM701 Business Process Management
- MPM715 Management and Organisational Consulting
- MPM721/MPR721 Organisational Behaviour*
- MPM722/MPR722/MPT722 Human Resource Management**
- MSC753 eBusiness and Supply Chain Management

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.
MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.



Coursework degrees

Sport management

Australia has one of the strongest sporting sectors in the world. Underpinning this multi-billion dollar industry are the business professionals who provide direction and leadership to sporting organisations across the country.

Whether it is at the elite, semi-elite or recreational levels, sport management at Deakin will prepare you to deliver on this strategic dimension of the industry, in such areas as finance, marketing, management or development. This will enable you to be a manager in the industry with a firm understanding of sport in its broader context.

Master of Business (Sport Management)

2 B X Course code: M718. CRICOS code: 020005G

Admission requirements: A three-year bachelors degree or equivalent or completion of the Graduate Certificate of Business (Sport Management).

Deakin's Master of Business (Sport Management) develops a comprehensive understanding of the integration of business disciplines in the effective management of sport and the leadership to provide effective management and direction to sporting organisations. There are significant opportunities for those who acquire professional expertise in the management of the growth industry of sport.

Course structure

You must complete 12 credit points of study, comprising 10 credit points of core units and 2 credit points of elective units.

Year 1

Trimester 1

MLC710 Sport and the Law
MMS711 Introduction to the Sport Industry
MMS714 Management (Sport)

Trimester 2

MMS712 Sport Marketing
MPA751/MPR751 Financial Reporting and Analysis*
MPE781 Economics for Managers

Year 2

Trimester 1

MMS715 Sport Promotions and Public Relations
MMS716 Sport Organisation Theory
plus one elective unit

Trimester 2

MMS736 Strategic Management
MMS774 Facility and Event Management
plus one elective unit

Elective units

Trimester 1

MAF754 Enterprise Risk Management
MMK737 Online Marketing
MMS701 Athlete Management
MPP701 Research Project 1a

Trimester 2

MMS773 Sport Broadcasting
MPM722/MPT722/MPR722 Human Resource Management**
MPP702 Research Project 1b

You may also choose elective units from the wider range of Faculty of Business and Law units and from across the University, subject to approval.

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Graduate Certificate of Business (Sport Management)

1 PT B X Course code: M518

Admission requirements: A three-year bachelors degree or diploma, or five years of relevant work experience in sport management or related fields.

The Graduate Certificate of Business (Sport Management) will give you an understanding of the functions and principles of management as they apply to the role of a manager within the context of sport and business generally. It will also provide an overview of the sport management industry and how sport is delivered in Australia. You will gain a comprehensive understanding of the integration of business disciplines in the effective management of sport and the skills to provide leadership and direction for Australian sport.

Course structure

You must complete 4 credit points of study.

Trimester 1

MMS711 Introduction to the Sport Industry
MMS714 Management (Sport)

Trimester 2

MMS712 Sport Marketing

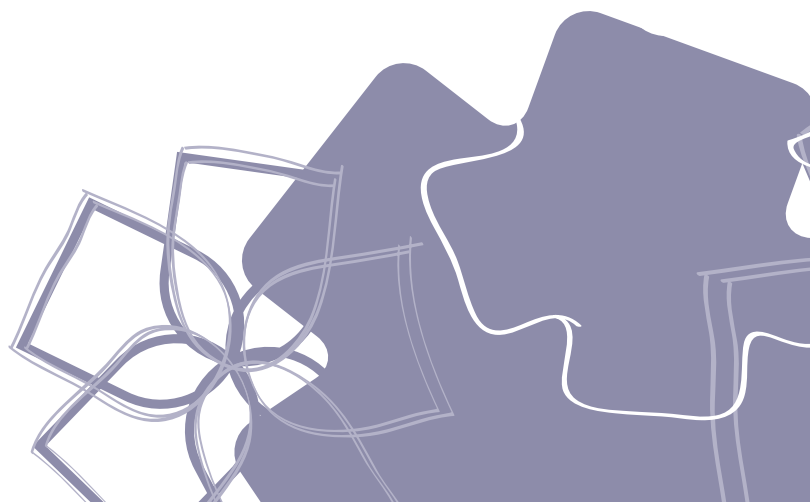
Plus one unit from:

MMS774 Facility and Event Management
MPA751/MPR751 Financial Reporting and Analysis*

* MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

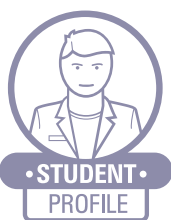


FOR MORE INFORMATION VISIT
www.deakin.edu.au/sport-management



KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurm Ponds Campus
- W** Warrnambool Campus
- X** Off campus



Tim van Nispen
Master of Business Administration (Sport Management),
Melbourne Burwood Campus, 2010
Currently: Applying for sport management positions in
Europe

Being paid to be ringside at the world's elite sporting events would be on many people's wish list. For Deakin Master of Business Administration (Sport Management) graduate, Tim van Nispen, it has become a reality.

Tim is originally from the Netherlands and his passion for working in the sports industry goes back to the days of his undergraduate degree. In 2005, during a one year break from study, he worked with a 17 000 member student organisation delivering organised sporting events. He also was founder and chairman of the first official championships held for Stef Stunt Pilot – a board game popular in Europe. An internship in Spain in the area of corporate hospitality followed. 'I have been abroad a lot,' says Tim. 'I also went to the Beijing Olympics to get a bit of international experience in major events.'

When it was time to choose a suitable postgraduate course, Tim looked everywhere.

But Deakin's record in the sport management area drew his attention. 'Their degree is already 21 years old, whereas many countries in Europe are just starting to offer masters degrees in sport management.'

'(Deakin's) degree is already 21 years old, whereas many countries in Europe are just starting to offer masters degrees in sport management.'

The balance of subjects in Deakin's MBA was another element that suited Tim. 'The combination of business units with sport units was really good. It means you have a backup plan because you are doing a business degree – you are not just doing sport,' he says. He particularly enjoyed subjects such as Sports Organisational


Theory and Strategic Management, plus the MBA unit Advertising and Consumer Behaviour.

Tim says the contacts he made during the MBA were responsible for him gaining a position at the 2011 Australian Open tennis. 'I was a team leader in the uniform distribution team where we fitted 2500 tournament staff with Lacoste uniforms,' he says. 'I also helped look after the corporates at Rod Laver Arena, so I saw all the tennis finals.'

Saying he would 'absolutely recommend' the MBA, Tim is now eagerly anticipating his move onto the international sporting stage. He is investigating jobs at the London Olympics and Wimbledon, 'mostly in jobs that are marketing or PR related'. He also has his eye on Brazil and its upcoming World Cup and Olympic Games. 'Eventually I hope to end up in elite sports – maybe the EPL in England.'

Combined courses

Master of Business Administration (International)/ Master of Commerce

 Course code: D708. CRICOS code: 057659G

Admission requirements: A bachelors degree or equivalent with a minimum grade point average of 65 per cent.

The Master of Business Administration (International) aims to equip you with the capabilities to deal with all aspects of an organisation's business management, particularly in an international context, while the Master of Commerce is a discipline-based degree designed as an intensive first business qualification for graduates of any discipline.

By selecting the appropriate units, you may work towards obtaining professional recognition from CPA Australia, the Institute of Chartered Accountants in Australia, the Institute of Certified Management Accountants, the Australian Computer Society, or the Australian and Securities Investment Commission. You may not be able to take all units required for professional recognition within the normal units required to complete the combined course.

Course structure

You must complete 16 credit points of study, comprising 9 credit points of core units, 2 credit points of units from a specified list of three units, 3 credit points of units not previously studied from the Master of Business Administration (International), plus 2 credit points of units not previously studied from the Master of Commerce (choice of units must form a Master of Commerce specialisation).

Core units

MPA701 Accounting
MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers
MPF753 Finance
MPM703 Business Strategy and Analysis
MPR732/MPK732 Marketing Management*
MPT735/MPM735 International Business Management#

Plus one unit from:

MPC701 Information Systems for Business
MPM701 Business Process Management

Elective units

Select 2 credit points of units from:

MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPT722/MPR722 Human Resource Management**


plus 3 credit points not previously studied from the Master of Business Administration (International); plus 2 credit points of units not previously studied from the Master of Commerce.

Note: Your choice of units must form a specialisation in the Master of Commerce.

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Master of Business Administration (International)/ Master of Information Systems

 Course code: D711. CRICOS code: 057658J

Admission requirements: A bachelors degree or equivalent with a minimum grade point average of 65 per cent.

The combined Master of Business Administration (International)/Master of Information Systems course aims to equip you with the capabilities to deal with all aspects of an organisation's business management, particularly in a global context, while extending their expertise in information systems and eCommerce, particularly in a business context. The course is ideal if you wish to work in national and multinational corporations, and governments and/or agencies that operate internationally, and provides a foundation in all areas of international business operations including banking, finance, marketing, economics, and strategy and human resources management.

Course structure

You must complete 16 credit points of study, comprising 10 credit points of core units, 1 credit point from a specified list of three units, and 5 credit points of Information Systems units which may be grouped to form an Information Systems specialisation.

Core units

MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers
MPR732/MPK732 Marketing Management*
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPT735/MPM735 International Business Management*
MSC705 Information Systems Analysis and Design
MSC769 Information Systems Infrastructure
MSC770 Information Systems and Global Issues

Elective units

Plus 1 credit point from:

MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPT722/MPR722 Human Resource Management**

plus 5 credit points of Information Systems units not previously studied which may be grouped to form an Information Systems specialisation. See Master of Information Systems M722 course entry on page 48 for details of specialisations and units available.

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

Master of Business Administration (International)/ Master of International Finance

2 B X Course code: D712. CRICOS code: 062175G

Admission requirements: A bachelors degree or equivalent with a minimum grade point average of 65 per cent.

This combined course develops a set of knowledge and skills which meets the demand in the workplace for competent managers in large organisations who have an excellent knowledge of finance. The course also enables you to undertake postgraduate coursework study across a greater range of units and disciplines than is possible in a single course, thereby enhancing knowledge and understanding of international business.

Course structure

You must complete 16 credit points, comprising 12 credit points of core units, 3 credit points of elective units chosen from a specified list, plus one unit chosen from units not previously studied from either degree.

Core units

MAF702 Financial Markets
MAF707 Investments and Portfolio Management
MAF759 Quantitative Methods for Finance
MAF760 International Finance
MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers
MPM701 Business Process Management
MPM703 Business Strategy and Analysis
MPR732/MPK732 Marketing Management*
MPT735/MPM735 International Business Management#
MPT753/MPF753 Finance#

Select 3 credit points of units from:

MAF703 Applied Corporate Finance
MAF704 Treasury and Risk Management
MAF711 Modelling Techniques for Finance
MAF713 Futures, Options and Other Derivatives
MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPR722/MPM722/MPT722 Human Resource Management**

plus 1 credit point not previously studied from either the Master of Business Administration (International) or the Master of International Finance.

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.

Master of Business Administration (International)/ Master of Professional Accounting

2 B X Course code: D709. CRICOS code: 057657K

Admission requirements: A bachelors degree or equivalent with a minimum grade point average of 65 per cent.

The Master of Business Administration (International) aims to give you the capabilities to deal with all aspects of an organisation's business management, particularly in an international context, while the Master of Professional Accounting (MPA) will give you the foundation for membership with CPA Australia or for entry into the Institute of Chartered Accountants in Australia to undertake its CA Program. You may not be able to take all units required for membership within the normal units required to complete the combined course.

Course structure

You must complete 16 credit points of study, comprising 12 credit points of core units, 1 credit point from a specified list of three units, and 3 credit points of units not previously studied from the Master of Professional Accounting. See the Master of Professional Accounting (M720) course entry on page 12 for units available.

Core units

MAA703 Accounting for Management^{1 2}
MAA716 Financial Accounting^{1 2}
MAA725 Advanced Accounting Principles and Practice^{1 2}
MPA701 Accounting^{1 2}
MPA702 Financial Interpretation
MPE707 International Banking and Finance
MPE781 Economics for Managers¹
MPF753/MPT753 Finance^{1 2 #}
MPM701 Business Process Management¹
MPM703 Business Strategy and Analysis
MPR732/MPK732 Marketing Management*
MPT735/MPM735 International Business Management#

Elective units

Plus 1 credit point from:

MPE711 Global Trade and Markets
MPK701 Research Design and Analysis
MPM722/MPT722/MPR722 Human Resource Management**

Plus 3 credit points of units from:

MAA705 Corporate Auditing^{2 3}
MLC703 Principles of Income Tax Law^{2 3}
MLC707 Commercial and Corporations Law^{1 2}

or units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Notes :

- 1 Required by CPA Australia for Associate (foundation level) Membership
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

Combined courses

Master of Information Technology/ Master of Commerce

 Course code: D750

Admission requirements: Candidates must have a recognised undergraduate degree from an approved institution, or have completed the Graduate Certificate or Graduate Diploma of Information Technology.

Combine a professional business qualification with a specialist qualification in IT.

IT has changed the way the world communicates. Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. The Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.

The Master of Commerce provides the professional credentials for a range of opportunities in Australia and overseas, from traditional vocations to the new economy.

Sophisticated delivery using electronic communication for lectures, conferences, group work and debates among students, as well as for assessment, makes the Master of Commerce an ideal course to combine with the Master of Information Technology.

Course structure

You must complete 16 credit points of study, comprising 6 credit points of core units, 6 credit points of elective Information Technology units (which may form an IT specialisation), and 4 credit points from the Master of Commerce not previously studied, which must form a Master of Commerce specialisation.

Students who do not have an undergraduate degree in IT or related fields are required to complete the following four foundation units in addition to the standard core units:

SIT771 Object-Oriented Development
SIT772 Database and Information Retrieval
SIT773 Software Design and Engineering
SIT774 Web and Internet Programming

Core units

MPA701 Accounting
MPC701 Information Systems for Business
MPE781 Economics for Managers
MPF753 Finance
SIT764 Project Management
SIT782 Practical Project

Elective units

Select 6 credit points of the following Master of Information Technology grouped units:

SIT701 Internet Core and Enterprise Routing
SIT702 Advanced Network Engineering
SIT703 Advanced Digital Forensics
SIT704 Advanced Topics in Digital Security
SIT717 Advanced Data Mining
SIT725 Advanced Software Engineering
SIT735 Communications Network Security
SIT737 Service Oriented Architectures and Technologies
SIT751 Java Network Programming
SIT763 IT Security Management
SIT764 Project Management
SIT775 IT Services in Organisations
SIT780 eSystems Software Development
SIT783 Linux and Open Source Software
SIT784 Mobile and Ubiquitous Computing
SIT794 Services Management
SIT795 Information Technology Industry Study Tour

Information Technology specialisations

Network computing

SIT701 Internet Core and Enterprise Routing
SIT702 Advanced Network Engineering
SIT751 Java Network Programming
SIT784 Mobile and Ubiquitous Computing

Software development

SIT725 Advanced Software Engineering
SIT751 Java Network Programming
SIT780 eSystems Software Development
SIT783 Linux and Open Source Software

IT security

SIT703 Advanced Digital Forensics
SIT704 Advanced Topics in Digital Security
SIT735 Communications Network Security
SIT763 IT Security Management

IT services

SIT737 Service Oriented Architectures and Technologies
SIT775 IT Services in Organisations
SIT794 Services Management

plus

SIT717 Advanced Data Mining

or any other approved elective unit at Level 7 (across the University).

Plus 4 credit points of units not previously studied from the Master of Commerce (choice of units must form at least one Master of Commerce specialisation). Commerce graduates will normally be precluded from one or more of the core Commerce units and required to undertake substitute units from the full range of commerce-grouped units. These students are expected to specialise in an area other than their undergraduate major sequence(s).

KEY**3** Course duration in years**PT** Part time**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurin Ponds Campus**W** Warrnambool Campus**X** Off campus

Master of Information Technology/ Master of Information Systems

2 B X Course code: D751. CRICOS code: 049695D

Admission requirements: Applicants for the Master of Information Technology must normally hold an approved undergraduate degree. If you have an undergraduate degree in a non-computing field you will be required to take 4 compulsory foundation units as part of your course. Students who do not have a degree should contact the academic coordinator. Applicants for the Master of Information Systems must hold a bachelors degree or equivalent in the related discipline. Applicants must meet the admission requirements for the component degrees.

Government, business and finance sectors have changed dramatically and need IT professionals who can translate the potential of IT into practical real-world software systems. In tune with the latest international developments, the Master of Information Technology offers up-to-date specialist, technical expertise in key areas of computing and information technology.

The Master of Information Systems is designed to provide you with high-quality and interdisciplinary education and training across the breadth of information systems. The course offers career opportunities and enhanced employment prospects to students who desire skills and knowledge relevant to their pursuit of a career in Information Systems (IS).

Course structure

You must complete 16 credit points of study, comprising 6 credit points of core units (depending upon previous studies), an Information Systems specialisation of 4 credit points, and 6 credit points of elective units from the Master of Information Technology course-grouped units which may be used to form a specialisation.

Students who do not have an undergraduate degree in IT or related fields are required to complete the following four foundation units in addition to the standard core units:

SIT771 Object-Oriented Development
SIT772 Database and Information Retrieval
SIT773 Software Design and Engineering
SIT774 Web and Internet Programming

Core units

MSC705 Information Systems Analysis and Design
MSC752 eBusiness Strategies
MSC769 Information Systems Infrastructure
MSC770 Information Systems and Global Issues
SIT764 Project Management
SIT782 Practical Project

Information Technology elective units and specialisations

Select 6 credit points of Master of Information Technology course-grouped units. Refer to the Master of Information Technology/Master of Commerce (D750) course entry on page 78 for details of units and specialisations available.

Students entering this combined course with recent tertiary studies in computing (or equivalent) may be eligible for preclusion from study of any or all of the foundation SIT units (SIT771, SIT772, SIT773, SIT774). In the instances where a preclusion is awarded, a student will be required to replace the precluded unit(s) with an equivalent number of credit points (units) from the IT-grouped elective units.

Information systems specialisations

Select 4 credit points to form an Information Systems specialisation chosen from:


- » Business analysis
- » eBusiness and supply chain management
- » IS project management
- » IS research thesis.

Refer to the Master of Information Systems (M722) course entry on page 48 for details of specialisations and units.



Combined courses

Master of Information Technology/ Master of Business Administration (International)

 Course code: D754. CRICOS code: 060185M

Admission requirements: Applicants must have normally completed an undergraduate degree equivalent to three years of tertiary study in an information technology or related discipline (a grade point average of 65 per cent or more in the undergraduate degree will normally be required).

The Master of Information Technology/Master of Business Administration (International) combines two of Deakin University's premier postgraduate coursework degrees to meet the emergent need for highly proficient managers in an information technology-driven business world.

This combined degree requires you to complete 16 credit points of study over two years of full-time study, or part-time equivalent.

Course structure

You must complete 16 credit points of study comprising 8 credit points of Information Technology units and 8 credit points of Business Administration (International) units.

Information technology component

You must complete 8 credit points as prescribed below:

SIT764 Project Management

SIT782 Practical Project

plus 6 credit points of elective units from the Master of Information Technology.

You may opt to complete a specialisation from the Master of Information Technology in one of the following areas:

- » Network computing
- » Software development
- » IT security
- » IT services.

Refer to the Master of Information Technology/Master of Commerce (D750) course entry on page 78 for details of specialisation units.

Students who do not have an undergraduate degree in information technology or related fields are required to complete the following four Master of Information Technology foundation units in place of elective units:

SIT771 Object-Oriented Development

SIT772 Database and Information Retrieval

SIT773 Software Design and Engineering

SIT774 Web and Internet Programming

Business Administration (International) component

You must complete 8 credit points of Business Administration study comprising 7 core units and 1 unit selected from a group of three:

MPA702 Financial Interpretation

MPE707 International Banking and Finance

MPE781 Economics for Managers

MPK732/MPR732 Marketing Management*

MPM701 Business Process Management

MPM703 Business Strategy and Analysis

MPM735/MPT735 International Business Management*

Plus 1 credit point from:

MPE711 Global Trade and Markets

MPK701 Research Design and Analysis

MPM722/MPR722/MPT722 Human Resource Management**

* MPR code denotes residential version of unit. The cost is in addition to the tuition fees.

MPT code denotes study tour version of unit. The cost is in addition to the tuition fees.



KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Master of International Finance/ Master of Professional Accounting

2 B X Course code: D707. CRICOS code: 056979M

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate of Finance or the Graduate Diploma of International Finance.

This combined course provides you with the skills, technical knowledge and understanding required in today's increasingly complex and evolving fields of accounting and finance, and their application within the broader world of business. This course has been designed to provide you with as much flexibility as possible while the Master of Professional Accounting will give you the foundation for membership with CPA Australia or for entry into the Institute of Chartered Accountants in Australia to undertake its CA Program. You may not be able to take all units required for membership within the normal units required to complete the combined course.

Course structure

You must complete 16 credit points of study, comprising 10 credit points of core units and 6 credit points of elective units.

Core units

MAA703 Accounting for Management^{1 2}
 MAA716 Financial Accounting^{1 2}
 MAA725 Advanced Accounting Principles and Practice^{1 2}
 MAF702 Financial Markets
 MAF707 Investments and Portfolio Management
 MAF759 Quantitative Methods for Finance
 MAF760 International Finance
 MPA701 Accounting^{1 2}
 MPE781 Economics for Managers¹
 MPF753 Finance^{1 2}

Elective units

These units may be selected to form a specialisation – see the Master of International Finance (M730) course entry on page 57 for details of specialisations.

Select 6 credit points of units from:

MAA705 Corporate Auditing^{2 3}
 MAE723 Business and Financial Econometrics
 MAF703 Applied Corporate Finance
 MAF704 Treasury and Risk Management
 MAF711 Modelling Techniques for Finance
 MAF713 Futures, Options and Other Derivatives
 MAF708 Retirement Income Streams
 MAF709 Financial Planning Development
 MAF754 Enterprise Risk Management
 MAF761 Advanced Investments
 MAF762 Advanced Derivative Securities
 MAF763 Financial Intermediation
 MAF764 Advanced Corporate Finance
 MAR725 Research Methods
 MLC703 Principles of Income Tax Law^{2 3}
 MLC707 Commercial and Corporations Law^{1 2}
 MPM701 Business Process Management¹
 MPE707 International Banking and Finance
 MPE711 Global Trade and Markets
 MPP701 Research Project 1a⁴
 MPP702 Research Project 1b
 MPP703 Research Project 2⁴
 MSQ791 Data Analysis for Managers

or units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Notes:

- 1 Required by CPA Australia for Associate (foundation level) Membership
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.
- 4 These units form the Finance Research Project specialisation and must be undertaken together – they cannot be studied separately.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.



Combined courses

Master of Politics and Policy/ Master of Business Administration

 Course code: D720

Admission requirements: A bachelors degree from an approved tertiary institution or equivalent, and a minimum of two year's relevant managerial experience (as defined by the joint Faculty selection team).

With more fluid labour markets and career patterns, and governance models increasingly characterised by public-private partnerships and other cross-sectoral arrangements, the combined Master of Politics and Policy/ Master of Business Administration provides a unique opportunity for you to acquire a broad range of knowledge and skills applicable in many sectors of the economy.

The Master of Politics and Policy/Master of Business Administration is a 16 credit point combined course which brings together two existing courses: the Master of Politics and Policy, which is a program tailored for employees in the public and community sectors; and the Master of Business Administration, which is designed for managers in the private, public and community sectors who wish to extend their knowledge and advance their career.

The course will provide you with a strong grounding in the development, implementation and analysis of public policy. Interrelationships between government, the private sector and community organisations, as well as between different levels of government (municipal, state, national and international) will also be studied. More broadly the course addresses the problems of governance within democratic political systems, at the same time aiming to impart knowledge and business skills in areas such as strategic management, finance, economics and marketing.

Course structure

To qualify for the award of Master of Politics and Policy/Master of Business Administration you must complete a 16-credit-point course of study comprising 8 credit points of units undertaken in the Faculty of Arts and Education and 8 credit points of units undertaken in the Faculty of Business and Law. The dissertation component (AIX702 and AIX703) provides a pathway for students to apply for admission to PhD.

Core units

Trimester 1

AIP740 Public Policy Analysis
AIP746 Democratic Governance
AIP747 Policy and Program Evaluation

Trimester 2

AIP748 Intergovernmental Relations
AIP773 Governance and Accountability
AIP777 Accountability and Corporate Social Responsibility

You must also complete the following core units offered by the Faculty of Business and Law:

MPA751/MPR751 Financial Reporting and Analysis
MPE781 Economics for Managers
MPF753/MPT753 Finance[#]
MPK732/MPR732 Marketing Management*
MPM706/MPR706 Strategic Management*
MPM721 Organisational Behaviour*
MPM701 Business Process Management

Plus one unit from:

MPM735 International Business Management
MPM712 Managing Innovation
MPM722/MPT722/MPR722 Human Resource Management**

[#] MPT code denotes study tour version of the unit. The cost is in addition to the tuition fees.

^{*} MPR code denotes residential version of the unit. The cost is in addition to the tuition fees.

Elective units

Select 2 credit points from the following list of elective units:

Management

MPE781 Economics for Managers
MPM703 Business Strategy and Analysis

Community development

ASD704 Community Development Theory and Practice A
ASD705 Community Development Theory and Practice B
ASD711 Needs Assessment and Strategic Planning
ASD712 Monitoring and Evaluation

Education

ECM704 Introduction to Educational Leadership and Administration
EXE737 Leading and Managing Learning Organisations
EXE738 Policy Studies in Global and Local Contexts

Environment

MPM704 Managing for Environmental Sustainability
SLE721 Policy and Planning for Sustainable Development
SLE723 Physical Hazards

Health

HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
HSN706 Food Policy and Public Health

International relations

AIR719 The United Nations and International Law
AIR726 Human Rights in the International System

Research units

For students wishing to undertake a PhD pathway in Politics and Policy Studies, the following units are offered:

AIX702 Dissertation A (2 credit points)[^]
AIX703 Dissertation B (2 credit points)[^]

[^] You are required to seek approval from the course director if you wish to undertake these units. Upon approval to enrol, you will be granted exemption from two core units in order to accommodate the dissertation within the 8 credit points.

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus

Master of Professional Accounting/ Master of Commerce

2 B X Course code: D706. CRICOS code: 054579K

Admission requirements: A bachelors degree or equivalent, or completion of the Graduate Certificate or Graduate Diploma of Accounting.

This combined course provides you with the skills, technical knowledge and understanding required in the increasingly complex and evolving field of accounting and commerce, and its application within the broader world of business.

The course has been designed to provide you with as much flexibility as possible while still satisfying the strict accreditation requirements of the professional accounting bodies.

By choosing appropriate units, you may complete the educational requirements for associate membership status with CPA Australia or entry into the CA Program of the Institute of Chartered Accountants in Australia.

The course integrates an accounting education within the interdisciplinary and interconnected contexts of business and commerce and the profession.

Course structure

You must complete 16 credit points of study, comprising 7 credit points of core units and 9 credit points of elective units (selection of elective units must form a Master of Commerce specialisation).

Core units

- MAA703 Accounting for Management^{1 2}
- MAA716 Financial Accounting^{1 2}
- MAA725 Advanced Accounting Principles and Practice^{1 2}
- MPA701 Accounting^{1 2}
- MPE781 Economics for Managers¹
- MPF753 Finance^{1 2}
- MPM701 Business Process Management¹

Elective units

Select 9 credit points of units from:

- MAA705 Corporate Auditing^{2 3}
- MLC703 Principles of Income Tax Law^{2 3}
- MLC707 Commercial and Corporations Law^{1 2}

Note: Selection of elective units must form a specialisation from the Master of Commerce (M705) (see list below).

You may enrol in elective units from the Master of International Finance and the Master of Financial Planning. Other postgraduate units may be taken subject to the approval of the Course Team Chair.

Specialisations

- » Arts and entertainment management
- » Business systems development
- » Commercial law
- » Electronic business
- » Enterprise security management
- » Finance
- » Financial planning
- » Information systems project management
- » Insurance and risk management
- » International trade and business
- » Management information systems
- » Marketing
- » Supply chain management

Refer to the Master of Commerce (M705) course entry on page 36 for details of specialisations.

Notes :

- 1 Required by CPA Australia for Associate (foundation level) Membership
- 2 Required by the Institute of Chartered Accountants in Australia for entry to the CA Program.
- 3 For candidates who have completed an accredited degree in Australia, this unit may be taken as part of the CPA program. Other students must complete the unit before becoming an Associate Member of CPA Australia.

Students should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.

Students who wish to enter the CA or CPA programs are advised that it is their responsibility to ensure that they take the appropriate units required for entry.

Students who have completed prior undergraduate or graduate units in accounting or other core knowledge areas are advised to have their qualifications assessed by their preferred professional organisation to ensure they complete the correct units.

You should carefully note the trimesters when units are offered to ensure that all required units can be completed in the appropriate time frame.



Related course

Master of Health and Human Services Management

1.5 **B** **X** Course code: H746. CRICOS code: 056060C

Admission requirements: An approved tertiary qualification and relevant industry experience. Applicants must also submit a written statement outlining reasons for undertaking the course.

The Master of Health and Human Services Management will prepare you to be an effective manager and leader in the health and human services sector. The course focuses on equity in health and health service delivery outcomes.

The course allows you to build on a core of eight units, with elective units chosen from speciality areas such as health economics, public health research, health promotion, and business administration. There is also flexibility of choice between research and coursework. This flexibility means that you can construct a study program that best meets your interests and career aspirations.

Career opportunities for graduates of the Master of Health and Human Services Management exist in hospitals and health services, welfare organisations, government departments and agencies and non-government organisations. Employment opportunities exist locally and overseas.

The course is designed within an international context.

Course structure

You must complete 12 credit points of study, comprising 8 credit points of core units and 4 credit points of elective units.

Core units

HSH701 Principles and Practice of Public Health
HSH702 Contemporary Health Issues and Policies
HSH703 Health Promotion
HSH725 Research for Health Practice
MPA751 Financial Reporting and Analysis
MPK732 Marketing Management
MPM721 Organisational Behaviour

Plus one of the following:

MPC741 IT Strategy and Management
MPM722 Human Resource Management

Elective units

You have the option of completing the 4 credit points of elective units in one of the following ways:

Option A

HSH733 Major Project A (2 credit points)
HSH734 Major Project B (2 credit points)

Option B

HSH731 Minor Project A (1 credit point)
HSH732 Minor Project B (1 credit point)

plus two elective units from the specialisations listed.

Option C

Four elective units from the specialisations listed.

Elective units may be taken from within or across the specialisations listed; however, if you wish to specialise you must take three units from the same specialty area.

Specialisations

Health promotion

HSH704 Health Communication
HSH705 Needs Assessment and Health Program Planning
HSH728 Health Equity and Human Rights

Equity and social determinants of health

HSH706 Social Epidemiology
HSH707 Social and Cultural Influences on Population Health
HSH709 Health and Social Impact Assessment
HSH728 Health Equity and Human Rights

Public health research

HSH706 Social Epidemiology
HSH709 Health and Social Impact Assessment[#]
HSH715 Qualitative Methods for Health Research[@]

Environments for health

HSH709 Health and Social Impact Assessment[#]
HSH724 Local Action for Healthy Cities and Communities[@]
HSH736 Community Consultation and Participation[@]
HSH739 International Perspectives on Health Policy and Planning
HSH740 People, Health and Planning[@]

Health economics

HSH717 Health Economics 1
HSH719 Economic Evaluation 1

Nutrition

HSN701 Principles of Nutrition
HSN702 Lifespan Nutrition
HSN704 Food, Nutrition and Society
HSN705 Population Food and Health Issues
HSN706 Food Policy and Public Health
HSN713 Food, Nutrition and Behaviour
HSN734 Obesity Prevention

Business administration

MPA711 Corporate Governance and Ethics
MPE781 Economics for Managers
MPF753 Finance
MPM706 Strategic Management
MPM735 International Business Management

Other elective units

HMF701 Agricultural Health and Medicine*
HNN729 Trends and Nursing Futures
HPS720 Conflict, Negotiation and Mediation
HSH717 Health Economics 1
HSH719 Economic Evaluation 1

[#] HSH709 includes a four-day intensive workshop held in June.

[@] Unit offered in alternate years.

* HMF701 includes a five-day intensive workshop held in February.



FOR MORE INFORMATION VISIT
www.deakin.edu.au/hmnbs/hsd

KEY

- 3** Course duration in years
- PT** Part time
- B** Melbourne Burwood Campus
- F** Geelong Waterfront Campus
- G** Geelong Waurin Ponds Campus
- W** Warrnambool Campus
- X** Off campus



Steve Ogden-Barnes
Industry Fellow
Graduate School of Business

After a career in big box retailing in the UK – focusing on store development, store management and management education and development – Steve Ogden-Barnes moved into the further/higher education sector. He relocated to Australia in 2002, taking up a role as Program Director (Retail) for a commercial research and education division of an Australian university, before joining Deakin in 2010.

At Deakin, his teaching interest is the strengthening of relationships between the retail industry and the University, particularly in relation to the research, education, and graduate employment portfolio relevant to the industry.

His research interests include strategic marketing decision-making, sales-promotion management, promotional competitions, supplier promotions in FMCG environments, global retail and consumer trends, supermarket retailing, value retailing, multi-channel retailing, and male versus female shoppers.

Steve is also an experienced presenter who delivers retail education programs, seminars, lectures and conference addresses both within Australia and the Asia-Pacific region.



Tony Roper
Master of Business Administration
Off-campus
Graduated 2010
Current employer: Kmart National Store Operations Manager

Tony Roper believes he would not have achieved such a rapid career progression without the benefit of his Deakin MBA. After 25 years with the company, including managerial positions across WA, Queensland, Victoria and New Zealand, Tony was recently appointed Kmart's National Store Operations Manager. He says 'without doubt' he constantly uses the knowledge gained throughout his course. 'In operations you do a bit of marketing, a lot of HR and quite a lot of change – I am using it all the time. I was store manager at Burwood in Victoria when I started the course, then became a regional manager in Victoria and Queensland, then state manager of Queensland. If I had not done the MBA, I believe I would not be in this position,' he says.

Tony gained his first taste of tertiary study with Deakin's Graduate Certificate and Graduate Diploma. 'Deakin had a partnership with the then Coles Myer Group, so they had a lot of employees doing components of the course,' he says. Starting in 2004, he took the course via a combination of distance education and residential

programs, the latter proving particularly beneficial, he says. 'From a business perspective

'I found the residentials were essential to me managing business, family and the MBA.'

these were fantastic because they condense 13 weeks works down to five or six weeks – one contact week plus pre and post work. I found the residentials were essential to me managing business, family and the MBA.'

The residential format also was beneficial from a business perspective, Tony adds. 'Because I have been with the same business for 25 years I was always risking becoming a product of the Kmart and Coles Myer systems only. It is a great help to see business diversity and different thoughts and approaches to contrast your own company with other businesses that have different philosophies.' He also enjoyed meeting other students through the assignments. 'When I was in Brisbane we would network and meet up outside course

hours to compare notes and exchange ideas. It was great.'

Tony says taking on a national role has proved to be quite a contrast to his regional and state responsibilities 'the MBA helped me adjust. The new role is more analytical and you see everything from the embryonic stage through to the end – you see the beginning, the middle and the end,' he says.

Tony has no hesitation recommending Deakin's MBA and says conversations with students studying through other universities have reinforced his satisfaction with the course. 'They were always surprised to learn that at the end of every core subject Deakin put on a road show where we could ask questions of the facilitators during revision days. Those things were really helpful and seemed pretty unique,' he says. The course is particularly suited to anyone wanting a broad perspective, Tony adds. 'The MBA gives a look at everything and you can channel it into something more specific if you want.'

Research at Deakin

Universities are about knowledge – creating, discovering, analysing, sharing and dispersing knowledge. Research is at the core of these activities and helps to make Deakin University a vibrant place to study.

At Deakin we take pride in being relevant to students and to their communities, not just in the courses we teach, but in the research we carry out.

Studying at a university that is committed to research that matters means you have the opportunity to learn from people who are making a real difference in the world.

Our academic and research staff are highly regarded and at the cutting edge in their fields of research. This is important, regardless of whether or not you want to pursue a research career, because it means that you will graduate with the latest knowledge in your chosen field.

Deakin is serious about providing excellent support and experiences for our research students, most of whom have opportunities to work with partner collaborators nationally and internationally, present at international conferences and use world-class facilities within Australia and abroad.

There has never been a more exciting or compelling time to be at Deakin University as it moves confidently towards improving the University's research performance in order to position itself in the top third of the Australian higher education sector.

This is being achieved by building a critical mass of researchers who will develop a distinctive, broad-based portfolio of high quality discovery, applied and commercial research.

Deakin University provides research degrees to match a variety of career plans and personal circumstances. Part-time or full-time study is available on campus and some programs may also be available off campus.

The two main types of research degree we provide are the research masters and the Doctor of Philosophy (PhD).

A **masters degree** is awarded to a candidate for making an original contribution to knowledge achieved in one to two years of full-time candidature or the part-time equivalent. The focus of these postgraduate degrees is on research. However, some coursework may be included.

A **doctoral degree** is awarded to a candidate for making a substantial original contribution to knowledge achieved in two to four years of full-time candidature or the part-time equivalent. The PhD is becoming the minimum desired qualification for pursuing a career in academia or research and is an ideal basis for many other careers.

To ensure you enrol in a research degree that meets your needs and expectations, please discuss the available options with the Faculty's Research Group.

More information

Faculty of Business and Law
Phone: +61 3 5227 2442
research-buslaw@deakin.edu.au
www.deakin.edu.au/buslaw

Research Services Division
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
www.deakin.edu.au/future-students/research



Research in Business and Law

Course name	Course code	Years full time	Campus
Research degrees			
Master of Commerce	M800	2	B G W
Master of Economics	M801	2	B G W
Doctor of Philosophy	M900	3 – 4	B G W X
Master of Laws (Major Thesis)	M810	2	B

Faculty of Business and Law Research Group

The Faculty of Business and Law is committed to multidisciplinary research with an emphasis on high quality discovery and applied and commercial research that is relevant to the broader community.

Together with multidisciplinary research, the Faculty performs strong disciplinary research that contributes to the knowledge base in areas such as auditing and business ethics, regional development and international trade, services marketing, organisational behaviour and commercial law. Our researchers have international reputations and, along with their postgraduate research students, are carrying out research that 'makes a difference'.

The Faculty has research groupings in key areas such as: sustainable and responsible organisations, regional economic and public policy, China markets research and entrepreneurship, innovation and community.

Research areas

Within the Faculty of Business and Law, each School offers research opportunities in the following areas:

Deakin Graduate School of Business

Auditing and assurance; brand value; business strategy; capital markets; corporate governance and ethics; customer behaviour; customer relationship management (CRM); economic development; electronic business; employment relations management; financial reporting; game theory; human resource management; industrial organisation; international economics; IT strategy and governance; labour hire; marketing research; occupational health and safety; organisational health; organisational theory; outsourcing and vendor client relationships; regional development; small business, and trade and industrial organisation.

School of Accounting, Economics and Finance

Accounting education; banking; capital markets; control of international strategic alliances; corporate finance; finance event studies; financial markets; financial planning; financial reporting; management accounting; initial public offerings; political economy; social and environmental accounting; stock trading and analysis; risk management; economic development; corporate governance and ethics; quality and reform issues; environmental and resource economics; international economics; labour economics, macro-economics; and econometrics.

School of Law

Commercial law; health law; company law; international trade; taxation; competition law; trade practices; labour law; family law; criminal law; construction law; international law; Asian commercial law and international arbitration.

School of Management and Marketing

Arts and entertainment management; change management; sport management; human resource management; industrial and labour relations; marketing; and management.

School of Information Systems

Computer based training and multimedia; electronic business/ internet commerce; information technology management and strategy; organisational impact of information systems; requirements engineering; systems development methodology; virtual communities and organisation; and information security management.

More information

Faculty of Business and Law
 Phone: +61 3 5227 2442
research-buslaw@deakin.edu.au
www.deakin.edu.au/buslaw

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- X** Off campus



• STUDENT •
PROFILE

Geoff Schoenberg
Currently: Master of Commerce
Melbourne Burwood Campus

International student Geoff Schoenberg says he chose Deakin because of its strength in sports management research.

With a Bachelor of Applied Business and Entrepreneurship from his hometown university in Calgary (Canada), Geoff wanted to build on the foundation of skills and knowledge he had acquired in his undergraduate studies.

'I was looking to develop my knowledge of leadership within organisations and wanted to prove to myself that I could achieve a higher level of education, a masters by research seemed like the logical step.'

He says the strength and international reputation of Deakin's academic staff made it an easy choice.

'Professor David Shilbury, my supervisor, is internationally recognised as a leading academic in the field and the opportunity to work with him will certainly help my academic career. Deakin

has increased its commitment to research and is striving to become a leading research institution and I want to be a part of that goal.'

Between finishing his undergraduate degree in Canada and moving to Australia, Geoff worked as an event coordinator and consultant for a variety of small sports organisations.

'I was looking to develop my knowledge of leadership within organisations and wanted to prove to myself that I could achieve a higher level of education, a masters by research seemed like the logical step.'

'I also worked as the manager of Volunteer Operations for WorldSkills Calgary 2009. This involved organising, recruiting and managing over 3000 volunteers and it was an amazing experience. The event brought 850 competitors

from around the world to compete in trades and technologies,' he says.

Geoff's research at Deakin centres on the combination of sport governance and succession planning, he says.

'I am investigating strategies that a board of directors can use to ensure that the organisation is prepared to handle a planned or unplanned CEO succession in a strategic manner.'

Also working as a part-time associate lecturer and research assistant at Deakin, Geoff believes he is well supported in his studies.

'As a "research" student, it is a far more inclusive process than that of an undergraduate. I am treated as a peer and there is a significant level of support throughout the University. Faculty members are always willing to help discuss my research and there is a significant support network through Deakin's Research Services Division.'

Choose how you study

Deakin offers you the flexibility and choice to make your learning experience fit with your lifestyle, work and personal commitments. With four campuses and off-campus study options, you choose where and when you study. You can choose from a variety of teaching delivery methods including traditional on-campus lectures, podcasts, iLectures, online tutorials and residential programs. Flexible course entry and exit points, and full-time and part-time study all allow you to choose the pace of your study.

Off-campus study*

Deakin supports more than 9500 off-campus students. Studying off campus is a popular choice for postgraduate students as it allows flexibility in terms of when and where you study. Off-campus units, or units offered by distance education, are similar to on-campus units. The only difference is that rather than attend classes in person, you study away from campus using a variety of other methods. These include online technologies, study guides, reading lists and audiovisual materials, as well as Deakin's Software Essentials package, which provides you with access to software you may need for your study.

Deakin offers a variety of coursework and research programs in off-campus study mode, all of which are accredited by the Accrediting Commission of the Distance Education and Training Council (DETC). To find out if the course you are interested in is available off campus, please refer to both the coursework table on page 9 and the research table on page 88.

Deakin provides an online orientation with everything you will need to get started as an off-campus student, including information about exams and assessment, Deakin Card, Deakin Studies Online (DSO), course materials and textbooks, library, study skills, student services, disability services and the Deakin University Student Association (DUSA). In addition, a face-to-face study skills program for off-campus students is conducted in February at Deakin campuses. Details are available from January each year at www.deakin.edu.au/current-students/transition.

Off-campus students are supported through our award-winning library services, interactive study methods such as iLectures and podcasts, online conferencing for peer support and communication between staff and students, and weekend classes for some subjects. Specialist off-campus career advisers and language and learning advisers can help you with course direction and the development of successful study skills and techniques.

You will also have a direct link to all your enrolment and fee records through StudentConnect, www.deakin.edu.au/studentconnect. StudentConnect allows you to access course completion details, eCAF (electronic Commonwealth Assistance Form) and eCAN (electronic Commonwealth Assistance Notice), exam timetables, fees information and results, make payments, find and print assignment coversheets, access Credit for Prior Learning information, re-enrol, receive confirmation of enrolment, track your assignments, update your address details and vary your enrolment.

For more information about off-campus study, please visit www.deakin.edu.au/future-students/mature-age/study-online.

On-campus study*

On-campus students usually receive a combination of lectures and tutorials. Lectures vary in size from 20 to 280 students, while tutorial classes are generally smaller, more informal and allow for open discussion of issues raised in lectures. Assessment may take a variety of forms, including written work and tests undertaken in class, participation in class or laboratory sessions, and final examinations each trimester. Fieldwork or practical experience can also form a large part of the content and assessment of some units.

Combine on and off-campus study*

Another aspect of the flexibility available to Deakin students is the option to combine on and off-campus study during your course (provided the units offered in your chosen course are available in both study modes). If you are undertaking your course on campus, you may find that some of the units in your course are also available in off-campus study mode, enabling you to combine on and off-campus study during your degree, if desired.

Full-time or part-time mode

You can study full time or part time depending on the number of credit points you take in each trimester, and you can also switch between full-time and part-time study and vice versa throughout your degree. Every unit (subject) you enrol in has a credit point value and most postgraduate units are equivalent to 1 credit point. If you are enrolled in 3 or more credit points in a trimester, you are deemed to be a full-time student for that trimester. A small number of courses are only available full time, and some are only available part time.

Online learning

All courses have an online component. Access to online education adds another dimension to your degree and prepares you for success in your career. Online learning aims to complement, not replace, traditional teaching. Delivering units online creates an opportunity for you to learn in a variety of ways and gives you more control over your learning. You can access your online units 24/7, giving you the flexibility to study when and where it suits you. Online learning provides you with valuable experience in a world that is increasingly dependent on information technology.

Contact hours

The contact hours for a coursework degree can vary depending on the type of course and your mode of study. For example, off-campus students are advised to spend approximately 10 hours of study per week per unit. If you are enrolled as an on-campus student, most units require three contact hours per week, plus up to seven hours per week of individual study time. Undertaking a research degree requires a much greater commitment of time than a coursework degree – at least 36 hours per week for 48 weeks of the year, for a full-time student. For more information, please visit www.deakin.edu.au/courses.

* Not all courses or units are available through on-campus study and off-campus study.

Trimesters

Deakin operates a trimester system, meaning there are three 12-week study periods during the teaching year. Deakin's trimesters run from March to June, July to October and November to February. Our trimester system gives you greater flexibility and may create options for you to commence your degree sooner or at a more convenient time of year. It may enable you to speed up or slow down your study, or even fast-track the completion of your degree by taking extra units throughout the calendar year. You may even like to take a trimester off to fit your study around work, travel or family commitments. Undertaking study in Trimester 3 is not compulsory. For more information, please visit www.deakin.edu.au/trimesters.

Single-subject (non-award) study

You can pursue your personal or professional interests with a Deakin single-subject (non-award) unit. Single-subject (non-award) study provides access to a wide variety of tertiary-level units. Most units offered by Deakin are available for non-award study. Some units have prerequisites or special requirements, but most are open to all. Enrolling in single-subject (non-award) study allows you to test the waters before enrolling in a full program. If successfully completed, the unit may be counted as Credit for Prior Learning towards your chosen course at Deakin, subject to admission to a course and approval by the Faculty.

International study experiences

Deakin's Study Abroad and Exchange Office offers various programs including exchange, study abroad, short-term study programs, study tours and international volunteering opportunities which allow you to study overseas for a few weeks or a trimester while gaining credit towards your Deakin degree. Deakin has agreements with many universities around the world, giving you a broad range of destinations to choose from.

Studying overseas can be an enriching, life-changing experience, where you can gain in-depth knowledge and experience of another culture while learning more about your area of study through a new and exciting lens.

A range of travel grants and scholarships are available to help cover the cost of overseas study. For more information on study abroad, please visit www.deakin.edu.au/future-students/student-exchange/exchange.

Work-Integrated Learning

Many Deakin courses provide opportunities to gain discipline-specific work experience through Work-Integrated Learning (WIL) programs. Courses offering Industry-Based Learning (IBL) and internships are highly sought-after by employers and students alike as they play a critical role in the development of employability skills and job readiness.

Industry placements play a valuable role in preparing you for employment in your chosen field by giving you an opportunity to:

- » apply and consolidate knowledge gained in your course
- » explore career options relevant to your discipline
- » develop professional competencies and networks.

A unique aspect of Deakin's Work-Integrated Learning programs is that most of them (except law) are credit-bearing, which means by undertaking a WIL program, you can gain credit towards your degree while learning on the job.

Our Alumni Community

Once you complete your Deakin degree, you will be invited to become a member of our Deakin University Alumni Community to continue your relationship with the University and the networks you have developed while studying.

The Deakin University Alumni Community will enable you to keep or renew contact with your student and professional networks around the world and will help develop your career after you leave the University. Members have access to many exclusive benefits including discounts, professional networking opportunities and career development services.

Alumni membership is free and joining is easy.

Log on to www.deakin.edu.au/alumni/register to register for membership. Once you are registered you can then take advantage of the many benefits available.



Residential units and executive development

Deakin Graduate School of Business delivers award winning residentials at a world class executive conference centre where organisational learning and improvement takes place.

What are residentials?

Deakin University's award-winning residentials are units, which are completed during five consecutive days of intensive study. The residentials are conducted at Deakin Management Centre – a purpose built, world class, residential executive leadership centre. Participants undertake innovative and experiential learning activities, and build their professional networks.

Participants prepare for the residential week using Deakin's advanced online conferencing systems. There is a real sense of occasion as the group arrives at Deakin Management Centre ready to commence a stimulating and varied learning experience.

Who attends residentials?

The participants are students who:

- » value the opportunity to build their professional networks and form enduring bonds with fellow participants and other managers
- » are attracted to the experiential learning style offered by the residentials
- » want to supplement off-campus or on-campus study with a highly interactive study experience
- » want to manage their working schedules by completing a unit in a compressed period
- » prefer to concentrate on study away from their work routine.

What happens at a residential?

Typically, participants arrive on a Sunday afternoon, register and meet the staff and their colleagues. Class sessions are held in the afternoon and evening and syndicate groups are established.

The rest of the week comprises a variety of activities in morning, afternoon and evening sessions. Each residential is different. However, they all offer a range of activities that incorporate experiential learning and engagement with practitioners and industry experts. There is usually syndicate group work and visits to businesses or other organisations.

Over the residential week, participants get to know each other and build strong working relationships. By the end of the week, they have a sense of accomplishment, many new friends, and a solid understanding of the academic and practical aspects of the topic at hand.

Written work is completed in the weeks following the residential and submitted for feedback and assessment.

Where and when?

All residentials are held at Deakin Management Centre in Geelong, which is set in acres of countryside about one hour from Melbourne's Tullamarine Airport and 40 minutes from Avalon Airport. The Centre creates an ideal environment in which participants are ready to learn and complete challenging study tasks punctuated by relaxation and leisure activities.

Take an online tour of Deakin Management Centre at www.managementcentre.com.au.

Residentials are scheduled throughout the year. Some units are offered more than once.

What makes our residentials so popular?

Participants are enthusiastic about residentials. They enjoy the environment of focused learning, including the work in syndicate groups. They find the combination of guest lecturers, industry visits and experiential activities stimulates their interest and facilitates their learning. Where better to meet fellow managers, enjoy their company and develop networks?

Eligibility and applications

Enrolled Deakin students may apply to complete one or more residential units. However, because of the demand for places, we may not be able to accept all applicants into the unit of their first choice. (It is important to limit the number of participants in each residential in order to ensure the interactive and collaborative character of the units.)

Places are also available in residential units for approved managers and professionals who may wish to undertake a unit as an executive development opportunity. Managers and professionals interested in undertaking a residential as a standalone executive development activity should contact the Deakin Graduate School of Business.

Costs for 2012

In addition to the unit fees, students enrolling in a Residential pay \$2505. This includes single room accommodation at Deakin Management Centre, the use of superb facilities, all meals and formal dinners. (The cost is \$2255 for twin-shared rooms.)

For participants living in the Geelong area, who do not require accommodation, the rate is \$1980.

Residential units

In addition to the following units, residentials from a variety of business disciplines can be developed and tailored for individual organisations upon request.

Change Management

This unit deepens participants' knowledge of change processes (through the practical application of various approaches to change management). Case study analyses and practical exercises are complemented by industry speakers and the study of theories of change management.

Entrepreneurship

Participants work in groups and undertake a number of activities (such as developing and presenting a business plan) to help them understand the entrepreneurship process at various levels. These processes include management of new venture creations and the management of creativity and innovation. The unit also explores the psychological and social environments in which entrepreneurs interact.

Financial Reporting and Analysis

This unit is concerned with the preparation and use of financial accounting data and demonstrates the reconstruction of economic events from published accounting reports. Though they require no previous accounting background, participants develop their appreciation of the complexities of financial measurement and accounting policy. Case study analysis helps participants develop their ability to read, understand and use corporate financial statements.

Human Resource Management

This unit develops an understanding of strategic human resource management and the range of techniques utilised in HRM, especially in the workplace, to achieve an organisation's goals. It covers issues such as recruitment, selection, human resources development, employee relations and managing for performance. Participants build their competence in a number of HR tasks through experiential exercises and develop an understanding of how HR functions are related to strategy and organisational change.

Management Communication

Participants deepen their understanding of the range of situations in which communicative competence is important – and learn more about their own strengths and weaknesses as communicators. The experiential design helps participants to understand the communication process and to develop practical skills for a range of situations.

Marketing Management

Participants develop their understanding of the integrative nature of the marketing process and its role in achieving corporate objectives. They are introduced to core marketing concepts and techniques and are encouraged to apply them to their own work environment. The analysis of case studies highlights the importance of the management decision-making processes. Involvement of industry and professional experts makes this a practical as well as an engrossing residential school.

Organisational Behaviour

This unit helps managers to understand the dynamics of individual and group behaviour in organisations, and how different forms of organisational structure and leadership can influence that behaviour. It enhances managers' ability to understand attitudes and to predict, explain and control behaviour in organisations. The unit links conceptual tools and experiential activities to understanding organisations and managing the change process.

Strategic Management

Strategic Management is the capstone unit of the Deakin MBA and provides an overall perspective on strategy development and implementation. The unit provides a forum for the study of strategy with an emphasis on participating in a range of strategy related sessions and activities. These include topic presentations, case analyses, syndicate presentations, guest presenters from industry, a site visit and written work. Six MBA units (or the equivalent) are required for entry into this unit.

2012 Residentials

Unit	Title	Dates
MPR732	Marketing Management	29 Jan–3 Feb
MPR703	Management Communications	26 Feb–2 Mar
MPR707	Change Management	15–20 Apr
MPR722	Human Resource Management	22–27 Jul
MPR705	Entrepreneurship	29 Jul–3 Aug
MPR706	Strategic Management	19–24 Aug
MPR751	Financial Reporting and Analysis	9–14 Sep
MPR721	Organisational Behaviour	18–23 Nov
MPR707	Change Management	25–30 Nov
MPR706	Strategic Management	2–7 Dec

Register your interest

For more information and to register your interest for 2012 Residential Units please go to www.deakin.edu.au/buslaw/residentials.

Registrations open 19 September 2011.

Enquiries

Deakin Graduate School of Business
Phone: 1800 624 316 (freecall) or 03 5227 3447
Email: blres@deakin.edu.au

www.deakin.edu.au/buslaw/residentials



Fees and scholarships

Research degree fees

Australian citizens, Australian permanent residents and New Zealand citizens are not required to pay tuition fees for the normal duration of their research degree candidature, i.e. up to a maximum of four years of full-time equivalent study for a doctoral candidate and two years of full-time equivalent study for a masters candidate.

Coursework degree fees

When it comes to postgraduate study, some places are offered as Commonwealth Supported Places (CSPs); however, most places are available on a fee-paying basis only. The type of places available will depend on the course you are interested in.

Commonwealth Supported Place (CSP) students

Some postgraduate courses at Deakin offer Commonwealth Supported Places for students. A CSP is one in which the government pays a portion of the tuition costs and the student funds the balance. Depending on the course, a Commonwealth supported student at Deakin in 2011 can expect to pay between \$4355 and \$9080 per year of study. These fees may change for 2012.

CSP students can pay these fees up front or, if eligible, may defer payment by obtaining a loan via the Higher Education Contribution Scheme-Higher Education Loan Program (HECS-HELP). Repayments are made through the Australian taxation system once annual income exceeds the minimum threshold for repayment. Lump sum payments are also possible and attract a discount.

For more information visit the Government's *Going to Uni* web site at www.goingtouni.gov.au or phone the new student funding measures enquiry line on 1800 020 108.

Fee-paying students

As a fee-paying student you may be able to defer your course payment through the FEE-HELP loan program. Tuition fees are assessed based on the unit(s) in which you are enrolled. This means you pay fees for the units you choose in your course, rather than paying a fixed course price. Different units have different costs, based on how much it costs the University to provide the particular unit.

Course and unit details and associated fees can be found by using the course search tool www.deakin.edu.au/future-students/courses.

Please confirm fees when you are applying by visiting www.deakin.edu.au/future-students/fees or phoning 1300 DEGREE (1300 334 733).

FEE-HELP loan program

You may not have to pay your fees upfront.

FEE-HELP is a loan program that assists fee-paying students to defer the payment of their tuition fees. FEE-HELP can cover all or part of your tuition fees. The Australian Government pays the amount of the loan direct to your higher education provider.

Over your lifetime you can borrow up to a maximum FEE-HELP limit which is indexed annually. For all courses except medicine the maximum limit is \$86 422 (2011). For medicine the maximum limit is \$108 029 (2011).

For postgraduate courses, there is no real interest charged on your debt. Your accumulated HELP debt is indexed annually to maintain its real value, by adjusting it in line with changes in the cost of living (as measured by the Consumer Price Index).

FEE-HELP is administered under the Higher Education Support Act 2003 (HESA) by the Department of Education, Employment and Workplace Relations (DEEWR), the Australian Taxation Office, higher education providers and Open Universities Australia.

Am I eligible for FEE-HELP?

You are eligible for FEE-HELP assistance if you:

- » are enrolled in a fee-paying postgraduate coursework program (not research)
- » are not a Commonwealth supported student
- » are an Australian citizen or a holder of an Australian permanent humanitarian visa (who meets eligibility requirements)
- » meet the Tax File Number (TFN) requirements
- » have not exceeded the maximum indexed FEE-HELP limit.

If you obtained a loan under HECS, PELS, BOTPLS or OLDPS prior to 2005, the amount you borrowed does not affect your eligibility for FEE-HELP. Only the amount borrowed to pay tuition fees using FEE-HELP after 1 January 2005 is counted towards the FEE-HELP limit.

Holders of other permanent visas are not eligible for FEE-HELP unless they are undertaking a bridging course for overseas trained professionals.

When do I start repaying my FEE-HELP loan?

FEE-HELP debts are added to any existing HECS or HECS-HELP debts to form a single HELP debt.

Students repay their loans through the Australian taxation system once their income is above the minimum threshold for compulsory repayment.

For more information you can download the Australian Government's 2011 FEE-HELP information brochure. Alternatively you can visit the Government's *Going to Uni* web site at www.goingtouni.gov.au or phone the new student funding measures enquiry line on 1800 020 108.

Student income support

From 1 January 2012, students enrolled in masters by coursework programs will be eligible to apply for student income support payments such as Youth Allowance via Centrelink.

Masters by coursework students are encouraged to test their eligibility criteria for payments by visiting www.centrelink.gov.au or www.deewr.gov.au.

Scholarship opportunities

Deakin offers a variety of scholarships to help support you financially during your studies, including the Deakin Postgraduate Scholarship which aims to assist students who, because of hardship, disability or other form of disadvantage, may not otherwise be able to further their education in postgraduate studies.

General information about scholarships at Deakin is available at www.deakin.edu.au/scholarships. More detail on scholarships for students enrolling in postgraduate research degrees at Deakin University is available at www.deakin.edu.au/research/admin/scholarships.

You can also visit the Commonwealth Department of Education, Employment and Workplace Relations (DEEWR) web site www.deewr.gov.au for links to a range of scholarships relevant to postgraduate study, including Australian postgraduate awards. Many industry and community scholarships are also available.

International students

For information about fees and courses available to international students, please contact Deakin International for a copy of the *2012 Postgraduate Course Guide for International Students* via email, deakin-international@deakin.edu.au.

Course fees and tax benefits

When you enrol in a postgraduate course you may be entitled to an income tax deduction for your course fees and study-related expenses. You may be able to claim for your course fees, textbooks, stationery, student association fees, depreciation on equipment (for example your computer), or some of your travel expenses between home and the University or between work and the University.

For the Australian Taxation Office (ATO) to allow self-education expenses to be tax deductible a direct connection must exist between your course and your existing work. If you are studying the course in order to maintain or improve a skill or specific knowledge that is required in your existing work, your course expenses might be tax deductible.

To clearly demonstrate to the ATO that a direct connection exists, you might have to provide a supporting statement from your employer.

Please note that this information is provided as a guide only. For more information about study and tax arrangements, please speak with your accountant or tax adviser or visit the ATO web site www.ato.gov.au.

Cost-sharing with employers

Some employers provide financial and other support, such as study leave, for staff members who are completing study that is directly related to their employment and the employer's core business. At Deakin, many people are studying a postgraduate course with their employer's help.

Study support policies benefit both the employer and the employee.

For employers, when they support relevant study programs, they can help attract and retain well-qualified and experienced staff members. Before you approach your employer for study assistance, you should check to see whether a support policy is in place.

Try to give your employer every reason to agree to your application. It can help if you provide your employer with a written submission outlining the benefits and the direct and indirect costs involved.

The submission could include information about:

- » the course you wish to study
- » any tax-deductible aspects of the program
- » a summary of the short and long-term benefits that would flow to you and your employer
- » an estimate of the total course costs of fees, textbooks and other materials
- » an estimate of the time you would be required to be away from work in order to attend classes and exams, prepare reports and so on
- » what assistance you are requesting for aspects such as sharing of costs and granting of time off work.

Many employers are willing to share the course costs. They might either reimburse you after you have successfully completed the course or pay a percentage of the individual unit fees at the end of each trimester. If your employer is reluctant to support your study application, consider forming an agreement to cover contingencies. For example, propose that if you withdraw from or fail a subject or leave your job within a year of finishing the course, you will offer to pay back some of the fees your employer has paid.

Your employer might be concerned about how your studies will affect your availability and productivity at work. In the case of off-campus study it is easier to complete your studies outside working hours.

In many on-campus programs, classes are held outside regular working hours.



How to apply

Applying for postgraduate programs at Deakin is easy – you can even track the progress of your application online.

Coursework applications

Most students applying for a postgraduate coursework degree will need to have previously completed an undergraduate degree, however, there are other pathways. If you have considerable work or life experience you may be able to use this to obtain admission into a graduate certificate or graduate diploma course. You may then progress to a masters degree.

A postgraduate qualification can advance your career or you may use it to help change direction to a completely new industry. There are no application fees for Australian students, and if you are an international student there are no application fees if you apply online. Once you have applied, you can track the progress of your application online.

Application process

Step 1 – Choose your program

You can select up to three course preferences.

Step 2 – Register

Register as a user www.deakin.edu.au/apply.

Step 3 – Apply online

Start your online application.

Step 4 – Documentation

Provide supporting documentation including:

- » certified copies of your undergraduate and/or postgraduate qualification/s
- » curriculum vitae detailing work experience applicable to your course application
- » certified copy of name change documentation if you have previously studied at Deakin under a different name.

You may also be asked to provide a personal statement outlining what you hope to obtain from your qualification.

Step 5 – Submit

Submit the completed online application.

Step 6 – Verification

Once the application has been submitted you will receive an email to confirm the successful submission of the application including an application number.

You can track the progress of your application by logging into www.deakin.edu.au/apply where the status of your application will appear.

Step 7 – Accept your offer

If you are offered a place, you will need to accept it online within a specified timeframe.

Step 8 – Enrolment

If you have been offered and subsequently accepted a place you will receive enrolment information with further details in the mail.

Application dates

Applications for enrolment in Trimester 3, 2011 and Trimester 1, 2012 open in August 2011. Applications for Trimester 2, 2012 open in April 2012.

We encourage you to submit your application early because some courses have limited places or quotas. Applications received after the quotas have been filled for Trimester 1 commencement will be considered for a place in Trimester 2.

Some postgraduate courses have alternative application processes and closing dates. For more information, please visit www.deakin.edu.au/apply.

For more information

Please visit our web site www.deakin.edu.au/postgrad or phone our customer service team on 1300 DEGREE (1300 334 733).



FOR MORE INFORMATION VISIT
www.deakin.edu.au/apply

Research applications

To be eligible for admission to a masters by research, you must have completed an honours degree with a minimum second class result or other equivalent qualification.

To be eligible for admission to a PhD, you must have completed an honours degree with a minimum upper second class result, or a relevant masters degree that includes a research thesis component, or other equivalent qualification.

Undertaking a research degree requires the candidate to complete an approved program of research under the guidance of one or more supervisors within a time period. The supervisors will be experienced and active researchers with expertise in the field of study.

Application process

Step 1 – Entry pathways

Demonstrated capacity to undertake significant research in your proposed field is needed. Depending on the type of research you want to undertake, this includes:

- » completion of an honours degree
- » completion of a research or coursework masters degree
- » comparable qualifications from international universities
- » relevant postgraduate research experience
- » independently peer-reviewed journal articles, publications, or conference papers
- » professional reporting or prior learning
- » research related awards or prizes
- » other evidence of research ability.

Step 2 – Find our research strengths

Search our web sites and publications or speak to the relevant School or Faculty to confirm that Deakin has the expertise to supervise your project.

Step 3 – Research proposal

Write a 300-word proposal to demonstrate a clear vision of what you want to study, why this is a topic of personal interest, and how you will approach the research question.

Postgraduate studies at Deakin enable you to expand your professional and social networks, and study with like-minded people who share similar interests.

Step 4 – Further documents

Other documents you are required to submit include:

- » any published research – including the name of the publication and a copy of the contents and abstract pages.

Post a certified copy of:

- » proof of Australian citizenship or permanent residency, or New Zealand citizenship (e.g. birth certificate, passport, citizenship certificate or visa)
- » transcripts of all of your tertiary education studies except those undertaken at Deakin University
- » proof of your start date and evidence of any intermissions or changes of candidature (e.g. from full time to part time) if you are applying to transfer a research degree from another institution
- » proof of any name changes (e.g. marriage certificate).

Step 5 – Academic referees' reports

Confidential reports from two academic referees are required. Request reports from current or former lecturers, or academic or employment supervisors who are able to comment on your research expertise and potential.

Step 6 – Apply now

Once you have the relevant information register your application online. Visit www.deakin.edu.au/research/admin/hdradmin/online-forms/hdr-application.

Step 7 – Enrolment

If you have been offered a place you will receive enrolment information with further details via email.

English language requirements

If your first language is not English, Deakin University reserves the right to seek further documentary evidence of English proficiency. For more information, please visit www.deakin.edu.au/future-students/international/apply-entry/english-req.

Please note, individual Faculties or Schools may have higher requirements. For more information, please phone 1300 DEGREE (1300 334 733).

Application dates

Applications for candidature without scholarship may be made at any time. Applications for scholarships have deadlines. For domestic applicants (citizens and permanent residents of Australia, and citizens of New Zealand) the scholarship round closes at the end of October.

For more information visit www.deakin.edu.au/future-students/research/scholarships.

For more information

If you are interested in a research degree, please contact:
Research Services Division
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
www.deakin.edu.au/future-students/research.

Unit descriptions

ACE701 Developing Arts Audiences **B X**

Trimester 2, 1 credit point

This unit examines the growth of the creative economy and its economic, political and social significance to the creator. It tracks changes in the composition and location of the creative industries through technological trends and convergence. It encourages students to reflect on how these influences have affected their own areas of creative endeavour. It examines the arts audience and trends in the local, regional and international patterns of cultural literacy and consumption, as they affect creative projects. It identifies current research tools and resources examining the role of the arts audience as arts consumer and also in some contexts as creator. It incorporates strategic targeting of arts consumers for cultural tourism and export possibilities. It considers how to build an arts audience in creative enterprises, within the context of an analysis that identifies and targets the arts audience for a stipulated creative project.

AID714 Gender and Development **X**

Trimester 2, 1 credit point

Topics to be addressed in this unit include gender issues related to; politics and political systems; society and culture; human rights; economic growth and development; work and production; land and land tenure; technology; financial credit provision; education, health and reproduction; planning in principle and practice; and aid.

AID733 The Economic Development Record **X**

Trimester 1, 1 credit point

The unit examines the progress of thinking about the meaning of development and development strategies as these have been revealed in the international development experience since 1950. The perspective taken is cross-disciplinary, but focuses on material measures of development and economic indicators. Current events are considered in the historical context of long term trends in international development.

AID734 Approaches to Political Development **X**

Trimester 1, 1 credit point

The unit examines the progress of thinking about the meaning of development and development strategies as these have been revealed in the international development experience since 1950. The perspective taken is cross-disciplinary, but focuses on the role of political thinking and decision as a key indicator of progress. Attention will be given to the idea of the nation and the state, the role of civil and political rights in political development, and notions of representation, participation and accountability, rule of law. Current events are considered in the historical context of long term trends in international development.

AIM704 Heritage and Sustainable Cultural Tourism **B X**

Trimester 1, 1 credit point

Module 1: Cultural Tourism

- » Dimensions of global tourism
- » What is tourism and who are the tourists?
- » A brief history of tourism
- » Definitions of cultural tourism
- » Issues of culture and tourism

Module 2: Sustainability and Cultural Tourism

- » Economic, socio-cultural and physical effects of tourism
- » Tourism and host cultures
- » Sustainable development and sustainable tourism in Australia

Module 3: Cultural Tourism: Policy and Practice Issues

- » Case studies from the Asia-Pacific region

AIP740 Public Policy Analysis **X**

Trimester 1, 1 credit point

Government policy decisions affect every area of our lives. This unit concentrates on analysing public policy, policy implementation and outcomes of policy from different perspectives. Students are introduced to the tools of analysis in the policy process, concentrating on the institutions, actors and policy context. The unit grounds the theoretical discussions of public policy in a number of case studies relating to taxation, industry policy, industrial relations, social policy, gender and the environment.

AIP748 Intergovernmental Relations **X**

Trimester 2, 1 credit point

Intergovernmental processes and relations between local, state and commonwealth governments are centrally important in Australian politics and public policy. Dramatic shifts are however occurring in the ways in which power and responsibility are shared between governments. Pressures for reform come from above and below, as governments struggle to deal with complex, often entrenched 'trans-boundary' policy issues and as the needs of local and regional communities are afforded increasing importance. This unit explores the networks of intergovernmental relations – administrative, political, fiscal and legal – permeating and influencing policy formulation, implementation and evaluation. We examine how traditional frameworks are changing in response to the quest for more adaptive, effective, legitimate and efficient forms of governance. While the main focus in this unit is on the Australian experience, we also reflect upon experiences in other countries.

AIP773 Governance and Accountability **X**

Trimester 3, 1 credit point

Accountability is central to ideas and practices of effective governance but, in the face of at times quite fundamental challenges and changes, traditional modes of governance and accountability are being re-evaluated, and in important ways re-invented. This unit explores these developments in a critical and analytic manner. It locates management within its context of political, legal, fiscal and ethical accountability to diverse stakeholders. A key aim is for students to develop a critical understanding of the complex and at times competing array of accountabilities at play today, at the same time exploring ways of responding effectively, imaginatively and ethically to these demands.

AIP777 Accountability and Corporate Social Responsibility **X**

Trimester 2, 1 credit point

Accountability and corporate social responsibility (CSR) has been gaining increasing prominence in recent years, particularly with the dramatic failures of some large companies worldwide. As a consequence CSR is no longer seen by many organisations to be discretionary or negotiable, but a necessary, and integral, part of the way that people do business in companies, governments and NGOs. The aims of this unit will be to open up new spaces for social thinking about how the vision, principles and values of CSR can be translated, and then embedded, into everyday policies and practices of a wide variety of organisations.

AIR706 Political Economy of the Asia Pacific **B X**

Trimester 2, 1 credit point

This unit takes an interdisciplinary, political-economy approach to the study of the Asia-Pacific region. In particular it focuses on the debates within the region surrounding the pursuit of three broad goals; national security; socio-economic development; and democracy. While these goals are multifaceted and ordinarily require co-ordination amongst a range of actors, national leaders in the region have tended to rely on centralised and 'statist' means in order to pursue them, thereby creating numerous frictions with putative opponents in both the domestic and international realms. By adopting such an 'inside-out' approach, this unit seeks to provide students with a more nuanced understanding of the ongoing struggles for political and economic power in the region.

KEY

B Melbourne Burwood Campus
F Geelong Waterfront Campus
G Geelong Warrn Ponds Campus
W Warrnambool Campus
X Off campus

O Online
R Residential
T Tour
CBD Community Based Delivery

AIR707 Global Governance **B X***Trimester 2, 1 credit point*

This unit aims to further students understanding of the politics of contemporary global governance. The first part of the unit explores international organisations within world politics. Students will become aware of the key theories and concepts of cooperation and apply them to international organisations such as the IMF, World Bank and the WTO. The second part of the unit examines the roles of non-governmental organisations in their interactions with governments and international organisations in respect to recent campaigns which seek to address global poverty, environmental degradation and human rights abuses.

AIR719 The United Nations and International Law **B X***Trimester 1, 1 credit point*

This unit explores the potential of international law and the United Nations (UN) to address humanitarian problems in the twenty-first century. The unit begins by examining the idea of international law and the history of international organisations and the UN. Then attention is paid to the main explanations of why international law can be said to influence state action. We then turn to some cases of UN activity to examine whether and to what degree the UN is successful in addressing global humanitarian problems. We examine the way that the UN acts to address global problems such as international conflict, civil conflict and genocide, global poverty and environmental degradation. As such we examine UN sponsored proposals of human security, collective security, peacekeeping, peace building, human development and sustainable development. Finally, attention is paid to the idea and problems of UN reform.

AIR726 Human Rights in the International System **B X***Trimester 1, 1 credit point*

The unit investigates the emerging human rights agendas in world politics. It identifies the ethical foundations of human rights claims and their political interplay with the states system, non-state actors and international law. It examines key issues in respect to political and civil rights, economic and social rights, and the concept of 'global citizenship' in relation to various case studies.

AIR728 Global Political Economy **B X***Trimester 1, 1 credit point*

The unit begins by examining a range of theoretical approaches to international political economy (neo-liberalism, neo-mercantilism, neo-Marxism), then examines the post-war history of the world economy, and concludes with an examination of contemporary issues and problems such as trade, debt, class, regional economies and organisations including the Association of South East Asian Nations (ASEAN) and the Asia-Pacific Economic Cooperation (APEC) and transnational corporations.

AIR732 Terrorism in International Politics **X***Trimester 1, 1 credit point*

Terrorism is commonly identified as a growing threat in today's world. This unit considers the evolution of terrorism as an expression of alienation, and as a form of political violence in the context of the modern international system. It also examines the dilemmas associated with, and limitations of, conventional responses to terrorism and the tools of counter terrorism.

The unit then examines specific types of terrorism including maritime, biological, and suicide terrorism.

AIR742 International Relations Theory **B X***Trimester 2, 1 credit point*

This unit focuses on the evolution of international thought in the twentieth century by concentrating on the debates and disputes between competing intellectual perspectives in international relations theory. The origins of the discipline of international relations will be analysed, and the traditional perspectives of liberalism, realism, neo-realism and the English school will be explained and critically evaluated for their contemporary relevance. Critical alternatives to the traditional perspectives will then be examined in the form of Marxism and more recent perspectives of critical theory, post-modernism, constructivism and feminism. These theoretical traditions will be examined in light of key issues in world politics – such as security, globalisation, global governance, and human rights.

AIR747 Contemporary International Politics **B X***Trimester 1, 1 credit point*

This unit investigates key developments in contemporary international politics. It introduces the main perspectives to understanding world politics and the main elements of world politics: the state, society of states, international law and globalisation. The second part of the unit examines the key issues in world politics such as security in a globalising world, the topics of human rights, humanitarian violence and environmental governance. It asks if the way we address these issues and the correlated development and growth of contemporary global governance reflect a greater concern for justice in global politics.

AIR749 Security in the Asia-Pacific Region **X***Trimester 2, 1 credit point*

The unit provides a broad overview of the security environment of the Asia-Pacific region. It examines the changes in the regional power structure from Cold War to post-Cold War; the rise of China and its implications for regional security; Sino-US relations and the Taiwan problem; Japanese security perspectives and security on the Korean peninsula. It also explores issues such as non-traditional security, economic security, terrorism and nationalism.

AIR753 Regionalism in International Politics **X***Trimester 1, 1 credit point*

This unit examines the changing nature of regionalism in international politics. We begin by examining the theoretical approaches to regionalism from early functionalist approaches to the constructivist 'New Regionalism' theory. We will then assess the development of regional cooperation in three main areas; economics; politics; and, security and defence. Key regional organisations in Europe, the Americas, Africa, Middle East, South Asia, Southeast Asia and Central Asia, as well as emerging groupings, will be examined and compared. The unit will focus on the nature of regional engagement in these areas and reasons as to the divergence in regionalism among the regions.

AIR754 Weapons of Mass Destruction Proliferation and Control **X***Trimester 2, 1 credit point*

This unit introduces students to the complex issues involved in the proliferation of weapons of mass destruction, which include nuclear, chemical, and biological weapons, and efforts to promote nonproliferation.

This complexity is growing with technological advances and structural changes in the supply environment, as well as the changing political contexts of both proliferation and non-proliferation. This unit considers conceptual issues, trends and developments in proliferation and non-proliferation, the impact of these trends and developments, and key debates in considering the proliferation problem.



Unit descriptions

ALC706 Culture, Communication and Globalisation: Critical Practices in/and Local Cultures **B X**

Trimester 1, 1 credit point

This unit examines the specific roles that the cultural and communication industries have played and continue to play in globalisation. It introduces students to some major models of globalisation and then examines how changes in the national and international regulation of trade have enabled and enhanced the production and distribution of cultural and communicational goods and services on a global scale.

The unit complements its focus on producers and regulators with an examination of the ways in which 'global' products are consumed and used at 'local' levels, with emphasis on instances of 'counter-global cultures' and some of the techniques through which they have been created.

ALR700 Public Relations Campaigns **B X**

Trimester 2, 1 credit point

Public relations campaigns are the planned and structured efforts to influence the behaviour, beliefs or attitudes of identified target publics. This unit is designed to apply and extend the knowledge of the public relations campaign, a key component of public relations practice. Students will examine the theories and models which work behind major campaigns and critically analyse existing campaigns.

ALR701 Public Relations Writing and Tactics **B X**

Trimester 2, 1 credit point

Students learn to write by writing and rewriting. The unit blends the strategic with the practical in a range of public relations writing tasks including media releases, newsletters and speeches and web-writing. While strategic planning and thinking is a major component, creativity in developing and implementing communication solutions to PR problems is encouraged.

ALR704 Public Relations Management **B X**

Trimester 1, 1 credit point

This unit covers a systems approach to public relations strategy and planning, management by objectives including the development of measurable public relations objectives. A key focus is to research, plan, implement and evaluate public relations programs and campaigns. It provides students with knowledge and skills to analyse publics and develop effective communication strategies and tactics. The unit explores issues and crisis management techniques within a strategic planning framework, how to anticipate issues, plan for crises and understand organisational actions and responses in uncertain operating environments.

ALR706 Online Public Relations and Communication **X**

Trimester 1, 1 credit point

This unit examines the application of digital communication technologies and social networking developments to the practice of public relations and professional communication. Students will learn about contemporary digital communication technologies and tactics employed by public relations professionals to build effective relationships with internal and external audiences.

ALR731 Public Relations Theory and Practice **B X**

Trimester 1, 1 credit point

This unit will be taught as a social science with both an academic and a professional emphasis. It will provide a comprehensive conceptual framework that demonstrates how public relations practitioners work. It covers the role of the public relations practitioner, the public relations process from research and planning to implementation and evaluation; strategic thinking; tactics such as media releases and newsletters; and the application of public relations in a range of circumstances from sports and cultural organisations to corporations.

ALR782 Public Affairs and Opinion Formation **X**

Trimester 1, 1 credit point

Topics to be addressed include:

- » theories of public opinion formation
- » structures of government in Australia
- » government policy formation processes
- » lobbying, government relations and public affairs activities
- » peak industry bodies and their activities
- » NGOs and their activities – the 'third sector'
- » think tanks and their activities
- » political communication
- » the role of media in opinion formation
- » trends in public participation in policy formation
- » trends in public concerns over risk, the environment, and political literacy
- » the ethics of influencing public opinion
- » comparing Australian public opinion processes globally.

ASD704 Community Development Theory and Practice **A X**

Trimester 1, 1 credit point

This unit aims to enable students to develop an understanding and critical appreciation of the theory and practice of community development. Students will understand the key themes, concepts, principles and theoretical foundations of community development and be able to identify and analyse practice issues in community development.

ASD705 Community Development Theory and Practice **B X**

Trimester 2, 1 credit point

Topics to be addressed in this unit include:

- » the ways in which changing environments affect community development
- » how community organisations operate and develop
- » key skills and practice issues in community development
- » key activities in community development
- » role of participation and networking in community development
- » some of the key issues and dilemmas in community development practice.

ASD715 Cross Cultural Communication and Practice **X**

Trimester 3, 1 credit point

This unit focuses on the diversity of cultures, how difference between ethnic groups is constructed and how to respond appropriately to difference. It provides the student with an understanding of the principles of cross-cultural communication and practice and development of cultural competency as community development practitioners in different cultural settings. Students will be encouraged to apply and analyse their experiences as case-studies.

Topics to be addressed in this unit include:

- » the meanings of culture and how it affects community development practice
- » the meanings of cultural competence
- » cultural conflict
- » cross-cultural communication skills
- » cross-cultural teamwork in community development
- » building culturally competent community partnerships
- » cross-cultural negotiation and conflict resolution.

KEY

B Melbourne Burwood Campus
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HMF701 Agricultural Health and Medicine*

Trimester 1, 1 credit point

This unit addresses the health and safety concerns commonly encountered by the agricultural workforce in rural and remote Australia. The poor physical and behavioural health of rural Australians is well established. This unit aims to improve understanding of the common causes of disease, mental illness and work related injury that adversely affect the health and wellbeing of the human resource in agricultural industries, including obesity and diabetes, cancers, zoonotic infections, physical trauma, behavioural health, addiction and agricultural safety. A better knowledge of these factors will improve the effectiveness of current strategies aimed at improving the health outcomes of farming communities and the agricultural workforce.

* Location: The Auditorium, Western District Health Service, Foster Street, Hamilton VIC 3300.

Will also include trips to local farms/saleyards/agricultural workplaces during the week. There are air, rail and bus services to Hamilton; it is 3.5 hours drive from Melbourne, 2.5 hours from Geelong and 1 hour from Warrnambool. Accommodation can be organised by the National Centre for Farmer Health staff.

HNN729 Trends and Nursing Futures **X**

Trimester 2, 1 credit point

The aim of this unit is to allow the student to develop a greater understanding of the future of nursing and to reflect on their own experiences and clinical practice. The student will explore a number of contemporary issues and constructions of nursing/midwifery practice and research. The unit acknowledges that global economic imperatives and the global marketplace influence health politics and the delivery of health care. Within this context, the unit explores a number of trends that impact on future nursing/midwifery practices.

HPS720 Conflict, Negotiation and Mediation **B**

Trimester 1, 1 credit point

This unit provides students with both theoretical knowledge and practical skills in understanding conflict and the psychological processes which underpin negotiation and mediation. It is designed to train students in mediation skills. Topics addressed include the social psychology of negotiation, decision-making, mental models in negotiation, cross-cultural issues in negotiation, negotiation and mediation as alternative dispute resolution mechanisms, and the ethical, legal and operational constraints which impinge upon mediation practice.

HSH701 Principles and Practice of Public Health **B CBD X**

Trimester 1 (CBD only) or 2 (B and X only), 1 credit point

Through this unit, students are provided with an integrated overview of the ways in which different theories and disciplinary perspectives have informed public health principles and practices both in the past and present. The unit provides the foundations for a contextual understanding of the specific methods of public health research, policy development, and program planning and implementation. Principles and Practice of Public Health is a 'glue' unit for the study of public health, drawing linkages between areas that may at first sight appear quite disparate. This unit aims to provide students with an overview of public health as an organised global and local effort to promote and protect the health of the public. Links are drawn between the past and present to provide the foundations for a contextual understanding of the specific methods of public health practice and policy development. Students are encouraged to position themselves within public health debates.

This unit will cover: history of public health and lessons learned from history; concepts of equity/inequity, social epidemiology, population health, justice and universalism, public-private tensions, planning and intersectoralism, globalisation and health; and specific topics as health impact assessment, child public health and public health nutrition.

HSH702 Contemporary Health Issues and Policies **B CBD X**

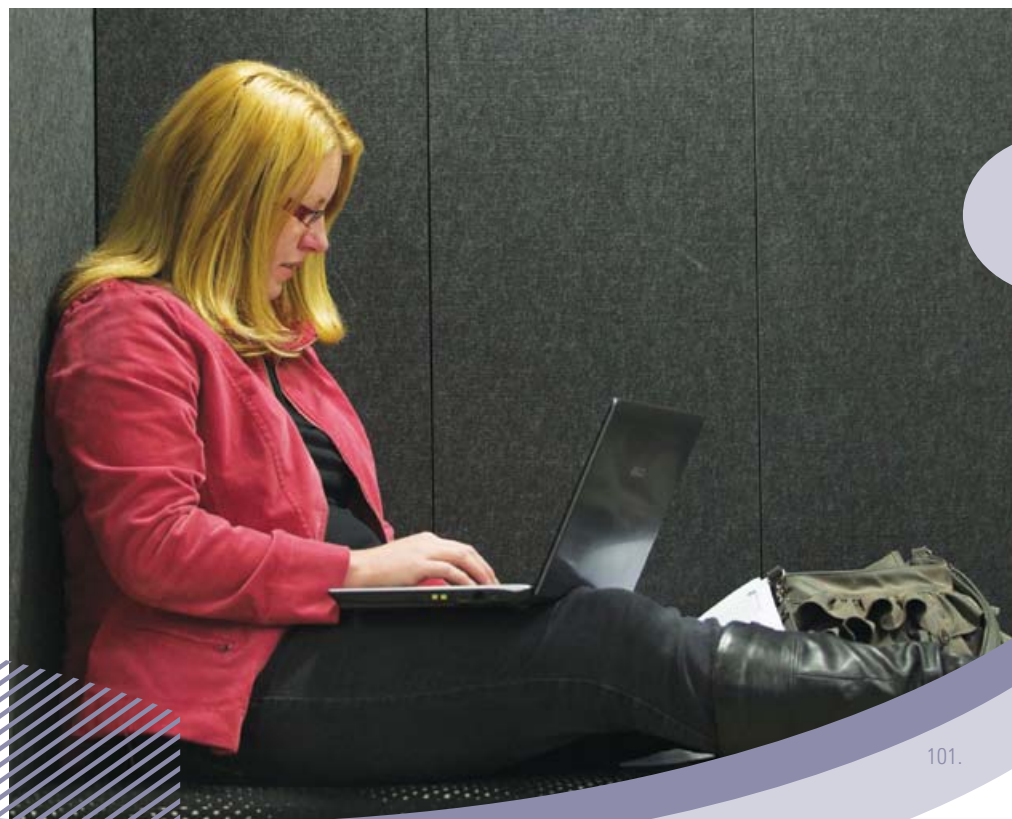
Trimester 1, 1 credit point

This unit explores health from a social view and in doing so examines the link between policy and health. The unit is designed to provide insight to contemporary notions of health and highlight how the health and wellbeing of individuals, communities and society can be impacted by social factors. Students explore policy development and procedures in an Australian context. Policy analysis skills are introduced to allow students to critically examine policies that promote health. Topics to be addressed in this unit include: contemporary health from a social determinants perspective; the policy process; theory and policy; healthy public policy; and policy analysis.

HSH703 Health Promotion **B CBD X**

Trimester 1 (B, CBD, X) or 2 (CBD only), 1 credit point

This unit aims to provide an understanding of health promotion concepts and approaches as they relate to contemporary health issues in Australia and internationally. The unit is designed to assist students to: appreciate the key developments in Australia and internationally that have contributed to current understandings of health, its determinants and health promotion practice; examine the range of theoretical and practical health promotion intervention frameworks; become familiar with the information and skills required for the development of evidence-based health promotion programs; and describe and form opinions on dilemmas and difficulties in health promotion practice.



Unit descriptions

HSH704 Health Communication **B CBD X**

Trimester 1 (B, CBD, X) or 2 (CBD only),
1 credit point

This unit examines theoretical and practical aspects of health education, communication and marketing such as audience segmentation, campaign targeting, message development, channels and tools for delivery, approaches to mass media, development of visual and written materials, evaluation techniques, use of shock tactics, and campaign sustainability. Students will critically examine controversial and sensitive campaigns, as well as health promotion campaign success stories and disasters. This unit will introduce students to specialised communication skills and strategies during tutorial exercises which will prepare them for typical health promoting field practice such as building high level networks, building capacity and collaborating with partners to address catchment area and population health issues, disseminating information and advocating to a range of stakeholders.

Topics include:

- » communication and behaviour change concepts, models and theories
- » the media and health
- » health advocacy
- » working with the media
- » social marketing
- » health education and empowerment
- » the role of communication in partnerships for health
- » cross-cultural communication
- » engaging communities
- » the role of communication in capacity building and change management
- » health online.

HSH705 Needs Assessment and Health Program Planning **B CBD X**

Trimester 2, 1 credit point
Prerequisite: HSH703

Topics include:

- » overview of program planning and development (including approaches, models and frameworks)
- » needs assessment, vision and goal setting
- » developing objectives
- » program design principles
- » determining content and strategies for programs
- » best practices
- » evaluation design (including process, impact and outcome)
- » budgeting
- » sustainability
- » approaches to the management of programs
- » an overview of some current debates regarding program planning, government policy and resource issues.

HSH706 Social Epidemiology **B**

Trimester 2, 1 credit point

Social epidemiology applies the disciplinary approach of epidemiology to examining and understanding the contributions of social factors and processes to patterns of health and illness in populations. This unit will introduce students to the theory and methods of social epidemiology, as well as to some of the leading research and current debates in this developing field. The relationship between health status and factors such as social position, income and income distribution, and social capital will be considered, as will the relationship between social gradients and health inequalities.

HSH707 Social and Cultural Influences on Population Health **B**

Trimester 1, 1 credit point

This unit draws upon the theory and methods of population health, gender and diversity studies to examine health inequalities and related outcomes. A key focus is on understanding the underlying social determinants of health inequalities in culturally diverse populations. An international perspective on health with a human rights focus is also explored. A key aim is to enable students to develop a sound knowledge of the complexities of gender, diversity and health inequalities along with understanding the policies and strategies that are effective in closing the inequality gap.

HSH709 Health and Social Impact Assessment **B**

Trimester 1 or 2, 1 credit point

This unit allows students to gain an understanding of the history, contexts, processes and outcomes of health and social impact assessment. It will develop skills which will enable students to understand the application of either SIA or HIA. Links between health/environmental/social impact assessment and policy assessment will be explored with particular reference to their relevance for individual and community wellbeing. Case studies undertaken in Australia and overseas will be used to illustrate the theories, and students will have the opportunity to review and evaluate impact assessment projects relating to health and social impacts of developments within policy frameworks or within a community setting.

HSH715 Qualitative Health Research **B CBD**

Trimester 1, 1 credit point

This unit aims to introduce students to the nature and politics of qualitative research. Students will explore the types of research questions that can be answered using qualitative methods. Examples of qualitative health research questions include the meaning of experience (such as having diabetes, being from an ethnic or cultural minority, or exercising), how our experiences (such as breast feeding, being socially isolated or running a health program) are shaped by culture, norms and institutions, and how social processes (such as quitting smoking or becoming empowered) occur within social contexts. Students will develop skills in: identifying researchable questions from theories, their practices and observations; designing, planning and conducting qualitative health research; and qualitative data analysis techniques.

This unit is recommended for students considering conducting, evaluating or designing health research in a higher degree or workplace setting.

HSH717 Health Economics **B X**

Trimester 1, 1 credit point

This unit introduces students to the discipline of health economics and assumes no prior knowledge. The unit will cover the following topics, with a particular focus on material released by the recent National Health and Hospitals Reform Commission:

- » dimensions of Health Economics: The scope of health economics; why is health economics relevant; objectives in health care – choice between different values
- » microeconomic Tools for Health Economics: Concepts behind the demand curve; concepts behind the supply curve; markets and economic rationalism; market failure; the role of government; and preventing government failure
- » the Australian Health Care System from an Economic Perspective: Structure and funding; role of providers, consumers and funders; Federal/State relations; viewpoints on the Australian health care system; and international comparisons
- » health Economics and Public Policy: Health expenditure control; medical insurance; reforming Medicare – from tinkering to managed competition; efficiency in hospitals; efficiency in general practice; and efficiency in public health.



KEY**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Warrn Ponds Campus**W** Warrnambool Campus**X** Off campus**O** Online**R** Residential**T** Tour**CBD** Community Based Delivery**HSH719 Health Evaluation 1** **B** **X***Trimester 2, 1 credit point*

This unit introduces students to economic evaluation and assumes no prior knowledge (although the study of Health Economics 1 would be advantageous). The unit will explore the basic concepts, methods and applications of economic evaluation in the health sector (and public health in particular). The unit will cover the following topics: an introduction to economic evaluation (what it is; what it isn't; types; how it differs from other forms of evaluation; steps in conducting an economic study; strengths and limitations; an introduction to study design; basic methods; and critical appraisal (with simple case study)); measurement of costs (with case study); measurement of outcomes (with case studies in cost effectiveness analysis [CEA]); cost-utility analysis [CUA]; and cost-benefit analysis [CBA]; introduction to economic modelling and issues around evidence; decision rules in economic evaluation; and impact on policy and decision-making.

HSH724 Local Action for Healthy Cities and Communities **X***Trimester 2, 1 credit point*

This unit will investigate cities from an ecological public health perspective. The unit is concerned with parallel histories of the health of people and their urban environments. The unit will provide students with an understanding of the changing views about people, ecology, politics, cities and health, in different times and places. Topics to be addressed include environments and health, social ecology of cities, urban transformation impact of globalisation on urban design and community life, participation and empowerment, local expressions of grassroots advocacy around health and wellbeing, WHO Healthy Cities and Urban Governance, government policies and programs impacting on cities and municipalities, monitoring and evaluating, and social indicators.

HSH725 Research for Health Practice**B** **CBD** **X***Trimester 2, 1 credit point*

This unit has been designed specifically for students enrolled in H615 Graduate Diploma of Health Promotion, H703 Master of Social Work, H749 Master of Health Promotion, H746 Master of Health and Human Services Management and H747 Master of Public Health. The focus is on the development of skills in critical thinking and research methods in public health practice.

The unit consists of 12 sections, as follows:

- » what is evidence-based public health practice?
- » finding existing evidence for public health practice
- » critical appraisal
- » the qualitative and quantitative research paradigms and mixed methods
- » the research process
- » common qualitative study designs
- » common quantitative study designs
- » sampling strategies
- » data collection strategies
- » focus group discussions
- » questionnaire design and finding previously validated tools
- » ethical issues.

HSH728 Health Equity and Human Rights**B** **CBD** **X***Trimester 2, 1 credit point**Corequisite: HSH701, HSH703 or HSW701*

This unit aims to develop understandings about health equity and human rights as a coherent frame of action to tackle inequities and to improve health and quality of life, and to develop a working knowledge of practical approaches for public health and health system actions to address health inequities and rights violations. Topics to be addressed in this unit include: health equity debates; conventions and legal frameworks for human rights; strategies of public health, primary health care and health promotion to promote equity and rights; and specific issues such as diversity and difference, mental health and human rights, children's rights and health equity, asylum and refugee health, and HIV/AIDS.

HSH731 Minor Project A **B** **CBD** **X***Trimester 1, 2 or 3, 1 credit point**Prerequisite for H747 students: HSH744 and HSH746**Prerequisite for H749 students: HSH725**Note: The minor project is worth 2 credit points comprising HSH731 and HSH732*

These units may be undertaken:

- (a) concurrently by students wishing to complete the minor project in one trimester (students enrol in both HSH731 and HSH732 in the same trimester); or
- (b) sequentially enrol in HSH731 in one trimester followed by HSH732 in the next trimester (these can be taken in Trimester 1 then 2 of the same year, or Trimester 2 of one year and Trimester 1 of the next).

This unit enables students to improve their knowledge and skills in research planning, data analysis, and presentation of findings relative to public health. Students are required to conduct an in-depth study of an area that is linked to their current studies in the Master of Health Promotion, Master of Public Health, Postgraduate Planning or that is relevant to their professional activities and experience.

Students can choose one of the following four options:

- » an expansive and critical analysis of the literature in an area of particular interest and importance in health promotion or public health that culminates in recommendations for health promotion or public health policy, research, education or practice
- » developing a protocol and analysing existing data (i.e. public accessible health-related data that has been collected by, and is accessible from, a health-related organisation)
- » developing a design for a research or evaluation study in an area of health promotion. The protocol includes a brief literature review, study design and methods, and completed relevant ethics applications
- » an applied project that is undertaken in partnership with an external agency. Students must have a WAM of 70 or more to be eligible for this option.

Unit descriptions

HSH732 Minor Project **B** **CBD** **X**

Trimester 1, 2 or 3, 1 credit point

Prerequisite for H747 students: HSH744 and HSH746 and/or corequisite HSH731

Prerequisite for H749 students: HSH725 and/or corequisite HSH731

Note: The minor project is worth 2 credit points comprised HSH731 and HSH732

These units may be undertaken:

(a) concurrently by students wishing to complete the minor project in one trimester (students enrol in both HSH731 and HSH732 in the same trimester); or

(b) sequentially by enrolling in HSH731 in one trimester followed by HSH732 in the next trimester (these can be taken in Trimester 1 then 2 of the same year, or Trimester 2 of one year and Trimester 1 of the next).

Note: If you wish to enrol HSH731 and HSH732 concurrently, then HSH731 is a corequisite to HSH732. If you wish to enrol in HSH731 and HSH732 over two trimesters, then HSH731 will be a prerequisite for HSH732 as you need to complete HSH731 first before enrolling in HSH732.

HSH733 Major Project **A** **B** **CBD** **X**

Trimester 1, 2 or 3, 2 credit points

Prerequisite for H747 students: HSH744 and HSH746

Prerequisite for H749 students: HSH725

The major project is worth 4 credit points comprising HSH733 and HSH734. These are undertaken sequentially by undertaking the major project over two trimesters (students enrol in HSH733 in one trimester followed by HSH734 in the next trimester – these can be taken in Trimester 1 then Trimester 2 of the same year, or Trimester 2 of one year and Trimester 1 of the following year).

The aim of this unit is to enable students to develop research skills and knowledge in developing, designing and conducting a small research study relative to health promotion or public health. Specific objectives are to: learn how to identify a research topic; develop skills in information retrieval and the critical analysis of published material; develop a research protocol that involves the collection, analysis and interpretation of data; produce a written report that demonstrates evidence of research ability and written communication skills; present the findings to Faculty and fellow students (using PowerPoint).

Note: Students must have a weighed average mark (WAM) of 70 or over to be eligible to undertake HSH733 and HSH734.

HSH734 Major Project **B** **CBD** **X**

Trimester 1, 2 or 3, 2 credit points

Prerequisite for H747 students: HSH744 and HSH746

Prerequisite for H749 students: HSH725

The aim of this unit is to enable students to develop research skills and knowledge in developing, designing and conducting a small research study relative to health promotion or public health. Specific objectives are to: learn how to identify a research topic; develop skills in information retrieval and the critical analysis of published material; develop a research protocol that involves the collection, analysis and interpretation of data; produce a written report that demonstrates evidence of research ability and written communication skills; present the findings to Faculty and fellow students (using PowerPoint).

Note: Students must have a weighed average mark (WAM) of 70 or over to be eligible to undertake HSH733 and HSH734.

HSH736 Community Consultation and Participation **B**

Trimester 3, 1 credit point*

This unit allows students to gain an understanding of the theory, history, contexts, process and outcomes of community consultation and participation. Community consultation and participation will be explored in relation to the health, environment, architecture and urban planning sectors. The unit will focus on developing skills in designing and implementing community consultation programs, and facilitating community participation in policy and decision-making. On completion of the unit students should be able to: explore contexts for consultation with and participation by individuals, households, organisations and communities; understand the process of development of participation and consultation policies and practices affecting individuals, households, organisations and communities; identify the opportunities for individuals, households, organisations and communities to influence policies and decisions affecting their lives; review and evaluate examples of community consultation and participation; develop skills in community consultation; and understand the strategies available to maximise the participation by individuals, households, organisations and communities in policy and decision-making, and develop the skills to utilise these strategies.

* This unit is offered in Trimester 3 every alternate year. Next offered in Trimester 3 2012–2013.

HSH739 International Perspectives on Health Policy and Planning **B**

Trimester 3, 1 credit point*

This unit focuses on differences between cultures, nation states, government environments, regions and sectors in their considerations of planning and policy development and implementation for health. We will take a broad, ecological and global perspective. This means we will explore the worldwide context for health and endeavour to extrapolate this context to local circumstances. Health perspectives and developments in different cultures and countries will be presented, and students will engage actively in sharing insights about local and international health systems. This will include a critical perspective on the political economies and social determinants of health. From establishing a common theoretical and conceptual foundation for our deliberations the unit will evolve into a project driven environment in which students will actively contribute to furthering global public health. The unit endeavours to familiarise students with the applicability of political theory to international, transnational and global health issues.

* This unit is offered in Trimester 3 every alternate year. Next offered in Trimester 3 2013–2014.

HSH740 People, Health and Planning **B**

Trimester 3, 1 credit point*

This unit focuses on the interrelationships between the biophysical environment, environmental and urban planning legislation, policy and planning systems, and wellbeing. It will explore the way in which a range of aspects of our physical and social environment affect our health, and examine the planning and policy implications of this. On completion of the unit students should be able to: understand the links between people, health and place and the connection to planning; identify and apply public health evidence to planning issues; critique planning policy from a public health perspective; critique public health policy from a planning perspective; and present a persuasive argument for integrating public health and planning policy/activity.

* This unit is offered in Trimester 3 every alternate year. Next offered in Trimester 3 2013–2014.

KEY**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Warrn Ponds Campus**W** Warrnambool Campus**X** Off campus**O** Online**R** Residential**T** Tour**CBD** Community Based Delivery**HSN701 Principles of Nutrition** **X***Trimester 1 or 3 (2011–2012), 1 credit point**Incompatible with: HSN201*

This unit will provide students with an understanding of human nutrient requirements and how these are met through the digestion, absorption and metabolism of food.

Content covers the major macronutrients of carbohydrates, lipids and proteins; nutrient transport and storage; energy use by the human body, and control of energy balance. The importance of micronutrients in normal cell functioning; building bones; allowing enzymes, muscles and nerves to function and water balance and electrolyte regulation will be covered with attention paid to the health consequences of micronutrient deficiencies.

HSN702 Lifespan Nutrition **X***Trimester 2, 1 credit point**Prerequisite: HSN701**Incompatible with: HSN202*

This unit provides students with an overview of nutrition needs across the lifespan and the physiological basis for these needs. Nutritional issues relevant to the stages of pregnancy, lactation, foetal development, infancy, childhood and ageing will be covered and potential intervention strategies identified.

HSN704 Food, Nutrition and Society **X***Trimester 2, 1 credit point**Incompatible with: HSN308*

This unit provides an understanding of the social context of food choice and food behaviour.

Topics covered in the unit are: introduction to sociology of food and nutrition; introduction to the history of food and nutrition; application of theoretical perspectives; issues of social class; life-course transitions; food insecurity and inequity; the effect of changes in family composition; gender and power; cultural and religious food influences on food choice and behaviour; social ideologies of body image and their relationship with the individual's food behaviour; impact of the globalisation of the food supply; socio-political influences on food choice; impact of nutritional science, nutritional guidance; and nutritional education on food choice and food behaviours.

HSN705 Population Food and Health Issues **X***Trimester 1, 1 credit point**Incompatible with: HSN302*

This unit is the foundation unit in public health nutrition. It deals with the application of nutrition, behavioural and social science approaches to the prevention and amelioration of population health problems. Topics include: key concepts and goals of public health, the nature of populations, evidence and causality; descriptions of key at-risk populations; priority areas such as Indigenous communities, socially disadvantaged groups; population health problems such as obesity, Type 2 diabetes and international nutrition issues; strategies for overcoming population nutrition problems such as nutrition promotion, communication and food and nutrition policy.

HSN706 Food Policy and Public Health **X***Trimester 2, 1 credit point*

Understanding how the food system is shaped by policy, politics and food regulation is a fundamental skill for nutritionists and public health nutritionists. This unit focuses on translating how politics, food regulation and policy effect how we approach important nutritional issues such as healthy eating, environmental sustainability, food security, obesity and other chronic diseases, and how we manage them at a population level. Applied case studies on current food policy, politics and regulation are used to illustrate these concepts in action, for example the fortification of bread-making flour with folic acid to reduce the risk of Neural Tube Defects in Australia.

HSN713 Food, Nutrition and Behaviour **X***Trimester 1, 1 credit point**Incompatible with: HSN103 and HSN208*

This unit overviews the relationships between food consumption and human behaviours. It examines the main social, psychological and biological determinants of human food choice and consumption. It also discusses how human food choice can be changed from a public health as well as an industry point of view.

HSN734 Obesity Prevention **X***Trimester 2, 1 credit point*

This unit provides students with a fundamental understanding of the obesity epidemic and its economic, social-cultural, policy and physical determinants and outcomes. Students will be provided with the best available evidence on what the key components of an obesity prevention program should be. Students obtain the skills required to guide the implementation and evaluation of obesity prevention programs in a range of community settings.

MAA703 Accounting for Management **B X***Trimester 1 or 2, 1 credit point*

In this unit, students learn about how management accounting satisfies management's need for information for planning and control purposes. It covers cost concepts, cost-volume-profit relationships, product costing systems, activity-based costing, budgeting and standard costs. Topics also include financial performance analysis, decentralised operations, relevant costs for decision-making, and contemporary approaches to measuring performance.

MAA705 Corporate Auditing **B X***Trimester 1 or 2, 1 credit point*

The unit examines auditing and assurance services with a focus on the financial report audit. The regulatory and legal environment is discussed. Students learn about the planning, execution and reporting phases of the audit. A practical group assignment requires students to assess the inherent risk of misstatement in an Australian listed company's financial reports.

MAA716 Financial Accounting **B X***Trimester 2 or 3, 1 credit point*

This unit builds on introductory accounting that was developed in MPA701 Accounting. The focus of this unit is on gaining an understanding of the regulatory and conceptual frameworks which underpin accounting for corporate entities. Understanding these frameworks and accounting standards ensures that the logic behind existing accounting rules and possible alternative approaches can be understood leading to a deeper understanding of what accounting is trying to achieve.

MAA725 Advanced Accounting Principles and Practice **B X***Trimester 2 or 3, 1 credit point*

This unit builds on basic bookkeeping and the basic accounting for companies that were developed in MPA701 Accounting and MAA716 Financial Accounting and Reporting. The unit deals with some of the more complex areas of financial accounting, including accounting for income tax, impairments of assets, various assets and expenses, and foreign currency issues. In addition to the more technical areas of accounting, the fundamentals of accounting theory and of accounting for corporate social responsibility are introduced.

The unit has been designed to the specifications of CPA Australia. It is designed to provide students with basic knowledge of advanced accounting principles, concepts and practice so that they can enter CPA Australia's CPA Program.

Unit descriptions

MAA744 Strategic Management Accounting **B X**

Trimester 1, 1 credit point

Students were introduced in MAA703 Accounting for Management to the use of accounting information for management planning, control and decision-making. In particular, students studied a variety of approaches to product costing, and the use of cost data and other accounting information by managers. For example, both cost-volume-profit analysis and the analysis of relevant costs and revenue are techniques used by managers in making decisions that are based on profitability criteria.

MAA744 moves from an essentially short-term, operational perspective to a strategic perspective involving decisions which affect the whole firm in the long term.

MAA753 Professional Research and Analysis for Accountants **B X**

Trimester 2 or 3, 1 credit point

This unit builds on the accounting material presented in MAA716 Financial Accounting and Reporting and MAA725 Advanced Accounting Principles and Practice to introduce students to professional research and analysis principles as they apply to the accounting discipline. The unit will introduce relevant principles to students and require students to critically analyse various relevant, contemporary research reports within the accounting discipline.

MAA763 Professional Accounting Practice and Reporting **B X**

Trimester 2 or 3, 1 credit point

The aims of the unit are two-pronged. The first aim is to provide an introduction to essential concepts related to the development and management of accounting firms. This includes developing students' understanding of the professional and ethical obligations faced by accountants in practice and the management of selected assurance and consultancy services commonly undertaken by accounting firms. The second aim is to provide an in-depth understanding of the value-adding role of accountants in commercial and industry settings. In particular, the role of management accountants and internal auditors will be more closely explored.

MAA774 Management Accounting **X**

Trimester 1 or 2, .5 credit points

This unit introduces the role of management accounting and considers the differences to financial accounting. It then covers the flow of costs through an organisation and product costing in a manufacturing environment. There is a comparison of costing techniques looking at absorption, variable and activity based costing. Other management accounting issues covered include breakeven analysis, budgeting, standard costing and variance analysis, performance measurement and control, and capital investment evaluation.

MAA775 Auditing **X**

Trimester 1 or 3, .5 credit points

The unit examines auditing and assurance services with a focus on the financial report audit. The regulatory and legal environment is discussed. Students learn about the planning, execution and reporting phases of the audit. A practical group assignment requires students to assess the inherent risk of misstatement in an Australian listed company's financial reports.

MAA776 Financial Accounting 1 **X**

Trimester 1, 2 or 3, .5 credit points

Financial Accounting 1 is an introduction to bookkeeping and accounting. The unit is the foundation for further studies in accountancy and covers double entry bookkeeping and the basics of the preparation of financial accounts for sole proprietors, partnerships and companies. Having a grasp of these fundamental issues will give a firm basis for further study into more complex areas of financial accounting in companies. The unit also covers the interpretation of financial accounts.

MAA777 Financial Accounting 2 **X**

Trimester 1, 2 or 3, .5 credit points

Financial Accounting 2 builds on basic bookkeeping that was developed in Financial Accounting 1. The focus of this unit is gaining an understanding of the regulatory and conceptual frameworks which underpin accounting for corporate entities. Understanding these frameworks ensures that the logic behind existing accounting rules and possible alternative approaches can be understood leading to a deeper understanding of what accounting is trying to achieve.

MAA778 Financial Accounting 3 **X**

Trimester 1, 2 or 3, .5 credit points

Financial Accounting 3 builds on basic bookkeeping and the basic accounting for companies that were developed in Financial Accounting 1 and 2. The unit deals with some of the more complex areas of financial accounting taking in such areas as theories of accounting; intangible assets; employee benefits; financial instruments; share-based payments; income taxes; foreign currency transactions; changes in ownership of a subsidiary; associates and joint ventures; translation of the accounts of a foreign subsidiary; earnings per share; and accounting for corporate social responsibility.

MAE704 International Trade and Policy **X**

Trimester 1, 1 credit point

This unit focuses on absolute and comparative advantage as the basis for trade and the gains from trade; factor endowments and the Heckscher-Ohlin Theory; other reasons for trade; protection tariff and non-tariff trade barriers, economic integration between nations and development.

MAF702 Financial Markets **B X**

Trimester 1 (B) or 2 (B, X), 1 credit point

Topics addressed in this unit include: the operation and structure of a modern financial system (institutions, instruments and markets); direct and intermediated finance; interest rate determination and yield curve analysis; mathematical concepts; financial institutions; prudential supervision; equity markets and instruments; sources and types of short-term, medium-term and longer-term debt finance; financial instrument pricing; the foreign exchange markets; offshore funding in the international markets; and introduction to derivative instruments.

MAF703 Applied Corporate Finance **B X**

Trimester 2, 1 credit point

This unit focuses on business investment decision making evaluation methods; economic rationale for positive net present value projects; business valuation; corporate debt financing options; corporate growth and development; dividend policies of firms; financial distress and business failure; lease financing; mergers and acquisitions; and international finance.

KEY**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurm Ponds Campus**W** Warrnambool Campus**X** Off campus**O** Online**R** Residential**T** Tour**CBD** Community Based Delivery**MAF704 Treasury and Risk Management** **B X***Trimester 1, 1 credit point*

In this unit, students are provided with an overview of the treasury management function and its organisational structure. Students also learn about risk, risk management models and foreign exchange – spot and forward markets – exchange rate determination; measuring foreign exchange risk; foreign exchange risk management – vanilla options, exotic options, futures; weather risk management; operational risk; review of interest rates and pricing of securities; measuring interest rate risk, duration and convexity models; interest risk rate management. The unit will also examine options, futures, swaps, forward rate agreements, credit derivatives and treasury performance.

MAF707 Investments and Portfolio Management **B X***Trimester 1 or 2, 1 credit point*

This unit aims to develop an overall understanding of investment management in relation to different asset classes and provide the ability to construct, manage and evaluate portfolio outcome through a framework that optimises the outcome using the key principles of modern portfolio theory. In the process students will develop the ability to apply, analyse and relate the key principles of modern portfolio theory and asset pricing models using different portfolios of financial assets.

MAF708 Retirement Income Streams **B X***Trimester 1, 1 credit point*

This unit is an introduction to superannuation and retirement planning with a focus on the major trends and features of the industry and the framework in which the industry operates.

The unit considers issues relating to superannuation contributions, different types of superannuation funds, the rules relating to the taxation and accessing of benefits, a consideration of alternative retirement income stream products, and strategies designed to enhance superannuation and retirement income benefits.

MAF709 Financial Planning Development **B X***Trimester 2, 1 credit point*

This unit introduces students to the financial planning process and the development of a financial plan. The unit considers issues relating to risk management, estate planning, and salary packaging. In addition it revisits investment and retirement planning covered in earlier units and incorporates all of these areas into a comprehensive financial plan.

MAF711 Modelling Techniques for Finance **B***Trimester 1, 1 credit point*

This unit will explore the techniques used by analysts in the business environment to facilitate the decision-making processes within a state of uncertainty, especially in the area of returns, investment construction and derivatives.

MAF713 Futures, Options and Other Derivative **B***Trimester 2, 1 credit point*

The aim of this unit is to introduce students to and provide an understanding of the theory and practice of pricing derivatives instruments and hedging, using these instruments in different markets. The unit focuses on the theoretical frameworks associated with the different pricing models for option, future and swap contracts on stocks, currencies and interest rate. It will also introduce students to various current research related issues in derivatives markets, as well as some case studies on corporate disasters associated with derivative usage.

MAF721 Finance **X***Trimester 1 or 3, .5 credit points*

Finance will enable students to understand modern financial techniques underpinning investment, financing and dividend decisions in the context of the Australian and international financial institutional frameworks. In addition the unit covers financial mathematics and investment analysis tools and techniques, as well as issues such as optimal capital structure and dividend policy.

MAF754 Enterprise Risk Management **B X***Trimester 1, 1 credit point*

This unit offers an integrated and comprehensive analysis of how enterprise risk management is a business process within an organisation. Particular focus is given to the key role of corporate governance and a strategic risk management framework is explored. Topics include the evolution of enterprise risk management, linking business strategies to risk management, risk culture, identifying, measuring and monitoring risks and optimising risk management. Case studies will be used to complement other learning strategies.

MAF759 Quantitative Methods for Finance **B X***Trimester 1, 1 credit point*

This unit will enable students to understand the basic and more advanced mathematics and statistics involved in the finance world. It introduces financial mathematical concepts which underpin the financial decision making process. In addition the unit covers financial markets, portfolio management and econometric methods.

MAF760 International Finance **B X***Trimester 2, 1 credit point*

The unit will enable students to understand the modern financial techniques underpinning investment, financing and risk management decisions of multinational corporations. In addition the unit covers international financial markets, international corporate governance, alternative investments, derivative securities and international portfolio management.

Unit descriptions

MAF761 Advanced Investments **B**

Trimester 1, 1 credit point

This unit explores the theory, models and practice of investments. The main objective of this unit is to familiarise students with seminal and contemporary literature on selected topics in both theoretical and empirical finance. It enables students to explain option pricing models and apply them to practical problems, understand the significance of the theory of finance, market microstructure, evaluate financial models, understand the contribution behavioural finance is making to finance research, apply analytical skills obtained from an in-depth study of topics and analyse the factors that are important in conducting an event study.

MAF762 Advanced Derivative Securities **B**

Trimester 1, 1 credit point

The aim of the unit is to introduce students to understand the theory and practise of pricing and hedging derivative securities within different markets. The unit will focus on the theoretical frameworks associated with the different pricing models for options, futures, interest rate derivatives, foreign exchange, swaps and exotics. This unit will provide an understanding of the framework of derivative instruments available in Australia and internationally.

MAF763 Financial Intermediation **B**

Trimester 2, 1 credit point

This unit provides a framework for examining the behaviour of firms and financial intermediaries, the pricing of financial instruments and the practice of financial risk management. It provides a unified approach to the modern theoretical and empirical research in financial markets and institutions. In addition there is coverage of the institutional detail including the composition of financial instruments and intermediaries, the nature of the intermediation process and the trends in the development of new instruments for financial risk management.

MAF764 Advanced Corporate Finance **B**

Trimester 1, 1 credit point

This unit involves a thorough examination of corporate finance theory, including topics such as corporate governance, capital structure, payout policy, real options, initial public offerings, mergers and acquisitions, and investment valuation. The unit will give students a thorough grounding in the academic and professional literature relevant to these topics.

MAF765 Introduction to Financial Planning **B X**

Trimester 1 or 2, 1 credit point

This unit is designed to introduce financial planning and wealth creation. The unit introduces the financial planning process and its implementation. The student is also introduced to social security and estate planning to provide an understanding of its necessity in the financial planning process. The unit develops an understanding of the economic, political and social environment and legal environment for financial planning.

MAR725 Research Methods **B**

Trimester 1, 1 credit point

Students will develop an understanding of the nature and scope of research in the social science field and more specifically in the accounting, economics and finance areas. The unit also aims to prepare students for the research requirements of their thesis.

MLC703 Principles of Income Tax Law **B X**

Trimester 2, 1 credit point

The unit aims to familiarise students with the principles underlying the Income Tax Assessment Act (ITAA 1936 and 1997) so that they have the necessary skills to successfully approach and research complex problems involving income tax issues. Topics include: the position and importance of income tax in the range of Commonwealth and state taxes; concepts of income and capital; deductions and exemptions; tax offsets; taxation of capital gains, fringe benefits and trading stock; taxation of companies; dividend imputation; taxation of individuals, partners, trustees and beneficiaries.

MLC707 Commercial and Corporations Law **X**

Trimester 2 or 3, 1 credit point

This unit has been designed to the specifications of CPA Australia. It is designed to provide students with basic knowledge of Commercial and Corporations Law so that they can enter CPA Australia's CPA Program.

MLC710 Sport and the Law **B X O**

Trimester 1, 1 credit point

The unit aims to allow students to examine those aspects of the law that specifically affect sport management. This unit will focus on the law of sporting groups, liability for sporting injury and damage, sport and media law and marketing. The Trade Practices Act 1974 as well as other relevant legislation will be studied especially with regard to their implications for professional sport.

MLC711 Commercial and Corporations Law **X**

Trimester 2 or 3, .5 credit points

Most businesses in Australia are conducted through the corporate form. An understanding of Australian corporations' law is therefore an important aspect of any postgraduate qualification with a commercial law or business focus. This unit provides students with an excellent grounding in the key aspects of Australian corporations' law, including the formation of companies under Australian law, the legal rules affecting the financing of companies, and how the law regulates the relationship between Australian companies and their directors, shareholders and creditors.

MLC712 Taxation **X**

Trimester 2 or 3, .5 credit points

This unit covers taxation as being an important area of government activity. Taxation impacts upon the directions and efficiency of the economy, business activities and ultimately affects the distribution of income in society. After completing this unit, students will have the skills to be able to understand the taxation laws and their implications upon personal and business decisions. Due to the importance of taxation in the business decision making process, the study of taxation law is compulsory for membership of both of the Australian accounting professional bodies (CPA Australia and ICAA).

MLC771 Law for Managers **X**

Trimester 1, 1 credit point

The unit is designed to develop an understanding of the legal principles underlying business activity and its social control through law; to create an awareness of the legal implications of business transactions; to develop a capacity to identify legal problems encountered; and to obtain and evaluate professional advice. The emphasis is on the measures available to ensure contractual obligations are met and to minimise the risk of losses caused by avoidance of legal liability. Topics include: the Australian legal system; the laws of contract; agency; partnership; business torts; corporation law and industrial law.

MLL792 Masters Minor Thesis **B X**

Trimester 1 and 2, 2 credit points

MLL794 Masters Minor Thesis **B X**

Trimester 1 and 2, 4 credit points

KEY**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurm Ponds Campus**W** Warrnambool Campus**X** Off campus**O** Online**R** Residential**T** Tour**CBD** Community Based Delivery**MLM703 Chinese Commercial Law** **B X**

Trimester 2 (B, X and as part of a study tour to China, during mid-year break) or 3 (B, X), 1 credit point

This unit aims to enable postgraduate students to develop an understanding of the Chinese legal system and its relationship to Chinese history and culture, as well as to develop an awareness of Chinese commercial law in the context of conducting business with China, in particular, trading with and investing in China. The unit covers China's legal history and current legal system; signing foreign related contracts in China; law of joint ventures and 100 per cent foreign-owned enterprises; foreign trade law; protection of foreign intellectual property; labour and employment issues in foreign investment enterprises and dispute resolution.

MLM706 Corporate Governance **X**

Trimester 2, 1 credit point

This unit consists of four distinctive parts. In Part One students are introduced to basic concepts, board structures and types of company officers. In Part Two the focus is on corporate governance in Australia. Part Three deals with corporate governance in international and global context with the emphasis on the US, the UK, Canada, Germany, Japan and China, as well as the OECD principles of corporate governance. Part Four deals with business ethics and future directions regarding corporate governance.

MLM710 International Commercial Arbitration **B X**

Trimester 3, 1 credit point

This unit investigates the law and practice of international commercial arbitration. It is taught comparatively with reference to various national laws, international institutional rules and the major relevant international instruments. The first part of the unit covers the technical legal framework of international arbitration and its relationship to domestic legal systems. Topics include the sources of international arbitration law and the concepts of *lex loci arbitri* and the arbitration agreement. The second part of the unit covers procedural aspects such as appointment and legal status of arbitral tribunals, jurisdiction, procedure, applicable law, and awards. Finally, contemporary issues and problems are examined.

MLM711 International Environmental Law **B X**

Trimester 3, 1 credit point

International Environmental Law is a dynamic speciality within what is broadly termed public international law. In this unit, students become acquainted with the development of International Environmental Law and the key principles and cases that have shaped its content. Growing international awareness of the long-lasting impact human activity has on the natural environment and the transnational nature of environmental disasters, has spurred international, regional and domestic law and policy development. Classes will address a range of environmental concerns, including climate change, marine pollution, biodiversity, and environmental restrictions in international and polar regimes. State and corporate responsibility for environmental harm is also examined. Students complete the unit with an investigation into current and future international environmental challenges.

MLM712 International Intellectual Property Law **B X**

Trimester 2, 1 credit point

This unit examines intellectual property (with an emphasis on trademarks, copyright and patents) and the international agreements for their protection. It does so from an international perspective by focusing in particular on the World Trade Organization's Agreement on Trade Related Aspects of Intellectual Property Rights. The unit examines this and other key international intellectual property agreements for their requirements regarding observance, enforcement and dispute settlement. Students then explore some of the current international intellectual property issues including those relating to public health and the internet.

MLM714 International Labour Law **B X**

Trimester 3 – off campus intensive

This unit will focus on regulation of labour relations through international conventions and treaties, and compare the national labour regulation schemes of Australia and some of her key trading partners. It will provide students with an understanding of the important policy issues driving the push for international labour regulation and how this affects national regulation of labour and the labour market. Specific business problems which can arise through labour relations of the multinational enterprise (MNE) will be examined. Topics include: the International Labour Organisation (ILO); the Fundamental Rights of Workers; European Union Labour Regulation; regional trade and labour agreements; the North American Agreement on Labour Cooperation; the transplantability of labour laws between nations; and the labour laws of Australia, the US, China and Asia.

MLM720 Introduction to Commercial Law**B X**

Trimester 1, 2 and 3, 1 credit point

This is a foundation law unit designed for students who are embarking on one of the School's postgraduate programs who do not have a law degree (or equivalent). The unit focuses on various learning, research and communication skills that are needed in order to complete subsequent coursework units and research papers. It also introduces a number of substantive law areas.

MLM721 International Competition Law and Policy **B X**

Trimester 2, 1 credit point

This unit introduces students to the law relating to the preservation of competition in the economies and internationally by examining the restrictive trade practices provisions of the Trade Practices Act 1974 (Commonwealth) and comparable legislation in the USA, Europe and certain other jurisdictions. The theoretical underpinnings of those provisions and international developments are also examined. Topics include: evolution and goals of competition law; trade practices economics; restraint of trade; boycotts; anti-competitive agreements; price fixing; misuse of market power; exclusive dealing; resale price maintenance; mergers; authorisation, remedies and procedure; access; extra-territorial application; blocking and clawback legislation; international agreements on application and enforcement.

MLM722 International Shipping Law **B X**

Trimester 3, 1 credit point

The unit aims to introduce the law of shipping. To gain an understanding of the leading principles of shipping law, students will study: international conventions; ships and shipping-safety; ownership and registration of ships; mortgages; charter parties; officers and crew; carriage of goods; collisions; salvage; limitation of liability; marine insurance; admiralty jurisdiction.



Unit descriptions

MLM723 Postgraduate Legal Internship A

Trimester 1, 2 or 3, 1 credit point

The purpose of this unit is to provide students with an opportunity to: gain practical experience of the Australian legal workplace; critically analyse and reflect upon issues of access to justice and equity within the Australian legal system; give students an opportunity to compare legal practice and aspects of the legal system between the students' own country and Australia; gain networking opportunities within the legal sector and an appreciation of ethics in practice.

MLM724 Postgraduate Legal Internship B

Trimester 1, 2 or 3, 1 credit point

The aim of this unit is to provide students with the opportunity to deepen their internship experience and to: gain further experience of the Australian legal workplace; critically analyse and reflect upon issues of access to justice and equity within the Australian legal system; deepen knowledge of the Australian legal system as it compares with their own country; enhance networking opportunities within the legal sector and gain further appreciation of ethics in practice.

MLM731 Corporations Law **B X**

Trimester 2, 1 credit point

This unit will provide students with a basic knowledge of the regulation of companies by law under the Australian national corporations' legislation and related case law. Topics include: an introduction and historical background; characteristics of a corporation; types of corporation; the corporate constitution; corporate capacity and authority of those acting on a company's behalf; promoters; regulation of fundraising directors; shareholders; minority rights; share and loan capital; receivership; voluntary administration and deeds of company arrangement; and liquidation.

MLM740 International Commercial Law **B X**

Trimester 1 (B, X) or 3 (X), 1 credit point

This unit provides an introduction to the law relating to international trade and commercial law. Topics include: an introduction to international commercial law; the international sale of goods; the international carriage of goods; international finance and letters of credit; international, regional and bilateral trade agreements; foreign investment law; international dispute resolution; international intellectual property law; and international competition law.

MLM750 Human, Economic and Legal Rights **B X**

Trimester 1, 1 credit point

This unit provides students with an understanding of the nature of human rights and the manner in which the concept of rights shapes the development of domestic and international law. In particular the unit will cover: the origin of human rights; the nature of economic rights; the conversion of a human right into a legal right; rights in domestic law and international law; examination of distinct rights claims; rights as individualising notions; and the future of rights discourse.

MLM761 Health and Biotechnology Law **X**

Trimester 3, 1 credit point

Health and biotechnology law is a rapidly growing discipline in Australia. This unit aims to provide students with an understanding of the law relevant to the health system and the biotechnology industry. Topics include: the law relating to the health system, the biotechnology industry, the pharmaceutical industry, the central contemporary ethical issues in the health and biotechnology industries, the regulation of the medical profession, medical negligence, the right to refuse treatment and end of life decisions.

MLM770 Law and the Internet **B X**

Trimester 1 or 3, 1 credit point

This unit introduces students to the regulatory challenges presented by the internet to more traditional areas of law such as contract, intellectual property and criminal law. In analysing these challenges, it draws on developments in foreign jurisdictions, including the United States and Europe, and developments in international law. Topics include; history of the internet, what it is and its underlying technology; the various services available on the Internet; how the Internet differs from other forms of communication and publication; the competing interests implicated in issues of internet regulation; and how and why the Internet presents challenges to existing legal paradigms.

MLM782 Indian Law **T**

Trimester 3 (as part of a study tour to India), 1 credit point

This unit has two principal aims. First, to introduce the current Indian legal system and, second, to study in detail some aspects of Indian commercial law, particularly law in relation to commercial transactions in India. The unit introduces Indian legal history and India's law-making mechanisms and then examines in more detail some key topics in Indian commercial law. After having completed the unit, you should have an understanding of both the underlying principles of the legal system, and Indian commercial law. Furthermore, you will have some exposure to the particular rules or principles which affect commercial transactions with India. The unit is designed to maximise the benefits to be gained from the study tour in India, drawing on the expertise available at the Indian institutions.

MLM785 International Law **X**

Trimester 1, 1 credit point

The aim of this unit is to examine the nature, principles, structure and institutions of public international law so that students acquire an understanding of past and current issues concerning international affairs from an international law perspective. Topics include: the history, nature and sources of international law; subjects of international law; jurisdictions and immunity; creation and recognition of states and governments; the United Nations and International Court of Justice; human rights; refugees and the use of force.

MLM786 Electronic Crime **B X**

Trimester 2, 1 credit point

This unit addresses a range of issues relating to electronic crime, including: evolution of electronic crime; denial of service attacks; spreading of viruses; spamming; other forms of attack on computers; fraud; industrial espionage; money laundering; child exploitation; terrorism; harassment; and the computer as a storage device for a criminal offence.

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MLM788 International Financial Crime **X** (Intensive)

Trimester 1, 1 credit point

This unit aims to provide students with an understanding of the nature and complexity of international financial crime with a specific emphasis on the legal principles applying to key forms of financial crime. The unit will investigate the response of the international community to these crimes and explore representative examples of regulatory and corporate responses against these offences.

MLM790 Marketing Law **B X**

Trimester 2, 1 credit point

Topics to be addressed include: the competition and consumer provisions of the Trade Practices Act 1974 (Parts IV and V) with particular focus on their implications for advertising, sales, marketing and distribution; intellectual property issues relevant to sales and marketing including registrable forms of intellectual property and common law protection; and enforcement and compliance issues, remedies and defences.

MLM792 Anti-Money Laundering and Counter-Terrorism Financing **X**

Trimester 2, 1 credit point

This unit aims to provide students with an understanding of the key principles relating to international anti-money laundering (AML) and counter-terrorism financing (CTF) law. The unit investigates the concepts of money laundering and financing of terrorism with a particular emphasis on the development of the international legal framework to counter these activities. It analyses the international AML/CTF standards and considers aspects of their implementation in a number of developing and developed countries.

MMH701 Human Resource Strategy **O**

Trimester 1, 1 credit point

This unit provides an introduction to the key concepts associated with human resources management and examines the contribution of human resources to organisational performance and competitive advantage. Topics include: the development of theoretical basis for HRM – history and origins; theories and influences; stages in development; concepts and models; functions and roles of HR departments; skills for HR professionals; internal and external environmental influences on HR; HR and its links with business strategy; competitive challenges for HR; criticism of HRM; international HRM; and emerging trends in HRM.

MMH702 Human Resource Planning **O**

Trimester 1, 1 credit point

This unit aims to develop students' understanding of the three core human resource functions, job analysis and design, human resource planning, and recruitment and selection, which will enable an organisation to meet its short and long-term human resource needs. Topics covered in the unit include: overview of Human Resource Planning (HRP) and its role in the HRM framework; human resource planning (forecasting organisations internal and external labour supply); human resource planning (forecasting organisation's future human resource needs); human resource information systems (HRIS); job analysis; job design; recruitment; and selection.

MMH703 Human Resource Development **O**

Trimester 2, 1 credit point

The unit aims to provide HR and HRD managers with theoretical knowledge and practical guidance needed to enable them to work with both senior and line management to enhance the performance of both the employee and the organisation. Topics include: the background and theory of HRD; determining training needs; designing training programs; assessing training; evaluation; employee development; coaching, counselling and mentoring; strategies for developing the organisation; and HRD in organisations today.

MMH704 Human Resource Performance Management **O**

Trimester 2, 1 credit point

This unit provides students with the skills to examine, analyse and critically evaluate the role which human resource management plays in managing the rewards and performance of individuals and groups in organisations. Topics include: performance appraisal; rewarding; managing employee retention; managing exiting strategies; conflict resolution; Australia's industrial relations framework; workplace bargaining; occupational health and safety; equal employment opportunities; and affirmative action.

MMH706 Advanced Human Resource Management **B X**

Trimester 2, 1 credit point

This unit constitutes a key unit in the HR specialisation in the Deakin Master of Business Administration as well as an elective unit in a number of other Deakin University postgraduate programs. The unit aims to provide managers with both the theoretical knowledge and practical guidance needed to enable them to develop and implement successful human resource management strategies. The recent HR theories and skills will be integrated with contemporary work issues demonstrating the links between theory and practice in today's workforce.

MMH707 Managing Transitions and Change **O**

Trimester 1, 1 credit point

This unit provides a thorough grounding in current theory and the various approaches to change management. Topics include: understanding change; strategy and change; change intervention tools; new forms of organising; change leadership; HRM, the human dimension in organisational change; power and resistance; measuring and sustaining change.

MMH709 Employment Relations for Organisational Effectiveness **B O**

Trimester 1, 1 credit point

This unit presents an overview of employee relations in the Australian context. It focuses on the way employment relationships are managed within a framework of change. The unit sets out unique nature of the employment relationship, adopting an historical and theoretical framework of analysis. Topics include: defining employment relations; employment relations in the Australian context; employee participation; industrial conflict and negotiation skills; unions and employer associations; the integration of industrial relations and human resource management; and management style, organisational size and employment relations.

Unit descriptions

MMH710 Rights and Responsibilities in Human Resource Management **B O**

Trimester 2, 1 credit point

This unit builds on the more general studies of human resource management contained in the other suite of postgraduate offerings by focussing on the specific requirements of HR managers in ensuring their organisations comply with the array of regulatory requirements in operation in Australia. As such, the unit aims to equip students with a sound knowledge of employer and employee rights and responsibilities, from the vantage point of practicing HR professionals, not as lawyers. Overall, the unit aims to develop a critical understanding of these issues, in terms of a deeper understanding of the role of the state in overseeing/defining the employment relationship.

MMK733 Strategic Marketing **B O**

Trimester 1, 1 credit point

The unit provides a thorough examination of the two major aspects of strategic marketing. The first is the analytical framework for strategic market planning: the nature of strategic market planning; analysing market opportunity and competitive capability. The second major aspect examines managerial aspects of planning: defining the business; industries and their evolution; global marketing policy and planning systems; and organisation, implementation and control. The overall objective of the unit is to demonstrate the role of strategic marketing in creating sustainable competitive advantage.

MMK737 Online Marketing **B O**

Trimester 1, 1 credit point

This unit examines and discusses the impact of the internet on marketing science and practice. Particular emphasis is given to the role of the World Wide Web in current and future integrated marketing communication, customer fulfilment strategy and customer relationship management.

MMK751 Services Marketing **B O**

Trimester 2, 1 credit point

Service industries currently account for approximately 70–80 per cent of Australia's GDP and employ approximately 90–95 per cent of the workforce. It is anticipated that 90 per cent of all new jobs created during this decade will be in the service sector. Service organisations differ in many important respects from manufacturing organisations, requiring a distinctive approach to planning and implementing marketing strategy. This subject builds on the knowledge gained in Marketing Management by providing a detailed analysis of how to tailor marketing goals and strategies to service organisations. This is a highly practical unit that allows students the opportunity to apply theory to real-life situations on an on-going basis.

MMK792 Arts Marketing **B O**

Trimester 1, 1 credit point

The change in the way arts marketing has been perceived over the years provides an opportunity for students to learn how arts marketing can assist an organisation to expand its audience and ensure the consumer finds the experience rewarding and enriching, while remaining true to the artistic mission. Arts Marketing includes a range of activities which centre on research, analysis, planning, promotions, publicity and public relations, product and price.

MMM790 Arts Management **B O**

Trimester 1, 1 credit point

This unit introduces foundational management theory and its application to the arts and entertainment field. Topics include: cultural policy and its context; arts management and leadership; arts organisations and boards; strategy and arts managers.

MMM792 Operations Management **O**

Trimester 1, 1 credit point

The unit covers both manufacturing and service functions and is based upon learning from case studies. Topics include: product and process design; method study; workplace design and layout; plant location; materials management; production planning and control; job design and workforce management; and quality. However, a holistic approach is taken, and the emphasis is on dealing with individual aspects of operations within an overall strategic framework for business effectiveness.

MMM793 Managing Cultural Projects and Events **B O**

Trimester 2, 1 credit point

This unit is a pathway to understanding the concept of project and event management, including the framework and life cycle of projects as defined events and the flexibility needed in managing projects and venues in an environment of change.

MMM796 Managing Arts in Community Settings **B O**

Trimester 2, 1 credit point

This unit explores the changing definitions of culture, its breadth and scope in quality of life, and the viability and vitality of the built and natural contexts. Topics include: definitions of culture; managing culture and community; cultural policy; quality of life; and diversity in the community, with a focus on the built environment.

MMM799 Arts Fundraising and Sponsorship* **B O**

Trimester 2, 1 credit point

This unit explores the benefits fundraising and sponsorship offer cultural organisations in an environment that has shifted from a product to a market focus and with a declining government funding base. The unit will give students the opportunity to understand and analyse a fundraising or sponsorship case study and the contextual pressures that affect its outcome. The topics to be addressed in this unit include the nature and role of fundraising; the principles and practices of government relations and corporate sponsorship; and philanthropy and donors.

* Unit not offered in 2012.

MMP712 Rating and Statutory Valuation **O**

Trimester 1, 1 credit point

This unit is broken to two separate components: (a) valuation for statutory purposes and (b) compulsory acquisition and compensation. Valuation for statutory purposes covers unimproved capital value (UCV), capital improved value (CIV), site value (SV), net annual value (NAV), local government rates, mass appraisal techniques and land tax. Compulsory acquisition and compensation covers valuation principles and methodologies, expert witness statements and preparation for moot court.

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MMP713 Property and Real Estate Context **O**

Trimester 1, 1 credit point

This unit aims to give students a basic understanding of the property market and the role property plays in a modern economy. It comprises the concept of real property and improvements to and on land; property and the economy; a broad overview of property markets and sub-markets; an introduction to investment, yield and the time value of money; stages of property development and the stakeholders; urban economics and geography. On completion of Property and Real Estate Context students should be able to:

- » place property in the context of the built environment, urban planning, the investment environment, design and construction
- » appreciate the concept of real property and improvements on land
- » gain a broad understanding of property markets and sub-markets
- » be aware of the legal and economic aspects of property valuation
- » appreciate the basic concepts of investment, yield and the time value of money including the essentials of basic financial mathematics
- » recognise the importance of urban economics and geography in the growth of cities and urban areas.

MMP721 Property and Real Estate Law and Practice **O**

Trimester 2, 1 credit point

The role of professional associations in the property industry in regard to the establishment of practice standards and societal protection is introduced in this unit. Codes of ethics and professional discipline are explored in relation to the Australian Property Institute and the Real Estate Institute of Victoria. Key issues discussed include registration, membership, continuous professional development, advertising, setting up a consultancy or agency, and ethical behaviour in all aspects of dealing with consumers and corporate clients. Activities involved in successful property and real estate practice are identified from the literature.

MMP722 Sustainable Construction Studies **O**

Trimester 1, 1 credit point

Students of property and real estate require an understanding of basic construction technology and sustainability, especially when seeking to understand and quantify the varying types of obsolescence. Students in this unit are introduced to sustainable building studies, being a key competency requirement for property professionals. The fundamentals of construction technology, materials and processes are explored and linked to real world examples for both residential and commercial developments. In particular, property and real estate professionals need to understand issues such as depreciation and the principles of building maintenance in the context of value.

MMP731 Management of Real Estate **O**

Trimester 2, 1 credit point

The management of property in the context of an investment portfolio is investigated in some detail in this unit, including property trusts. Systems and procedures to ensure that the value of property is maximised and that new opportunities are realised are discussed in the light of common residential and commercial activities. Property maintenance, energy demand and replacement cycles are explored as part of the development of a comprehensive asset management strategy. Property management is about enhancing the performance of buildings in the areas of importance to the investing/occupying organisations. These roles and responsibilities of property will be discussed with a primary emphasis on commercial/office buildings. The second theme is that of property management being people focused. Asset management, (corporate) real estate management and workplace management are discussed together with their overlaps into life-cycle costs, value to the business plans of an organisation, and functionality/fitness for purpose. The third theme considers the 'triple bottom line' principles where investment returns are appraised together with sustainability and social issues as an ethical responsibility.

MMP732 Property Development **O**

Trimester 2, 1 credit point

Students progressively explore the issues that affect development of land and redevelopment of existing properties, including adaptive reuse, through an understanding of local and regional planning controls, procedures and legislative policy and precedent. The unit covers the principles of urban and regional planning with environmental and heritage protection strategies also discussed. Information about land title, registration, zoning and development application processes, including land suitable for subdivision and appeal mechanisms, underpins the unit and assists with the development of effective urban policy and community consultation responses.

MMP741 Property and Real Estate Valuation **O**

Trimester 2, 1 credit point

This unit builds upon established property valuation approaches and examines international practices with relation to property valuation and appraisal methodologies and terminologies. Other advanced valuation topics are analysed including company and going concern valuations, specialised properties, caravan parks, hotels, retirement villages, rural properties, plant and machinery valuations, overnight residential property valuations.

MMP742 Investment Valuation **O**

Trimester 1, 1 credit point

All investment decisions require proper understanding and interpretation of capital budgeting techniques, including the time value of money, discounted cash flow, risk identification, analysis and response, and obtaining suitable sources of development finance. These issues are explained holistically in this unit and linked to typical examples of property investment, such as land subdivision for residential development, and commercial retail and office development. An understanding of cash flow forecasting and investment equity is also acquired. This is an applied subject dealing with investment property in the commercial, industrial, retail and multi-unit residential markets. The focus will be on the valuation and analysis of real estate development and investment proposals with particular emphasis on the understanding and application of quantitative methods in the analysis of real property.

Unit descriptions

MMS701 Athlete Management **B O**

Trimester 1, 1 credit point

This unit addresses: the history of athlete management; management services; the roles of the player, the manager and the club; athlete career development; overall development of the athletes; athlete retirement; commercial property; conflict; sponsorship; celebrity marketing; and finance and scheduling.

MMS711 Introduction to the Sport Industry **B O**

Trimester 1, 1 credit point

The unit provides an overview of the Australian sports system. Its key objectives are to analyse the structure, function and inter-relationships of various agencies responsible for the delivery of sport in Australia, and to allow students to critically analyse a variety of contemporary issues confronting sport and sport managers. Such issues may include funding for sport, the use of drugs and the control of violence in sport.

MMS712 Sport Marketing **B O**

Trimester 2, 1 credit point

This unit will introduce students to the marketing management process. The use of the marketing mix, product, price, promotion and distribution will be developed and related to sport. Traditional use of marketing theory in sport will be examined and an analysis of sport marketing functions will be conducted. This will include positioning the sport product, market segmentation, sport marketing and technology, and the development of marketing plans.

MMS714 Management (Sport) **B O**

Trimester 1, 1 credit point

This unit provides a conceptual framework for students to examine and understand the functions, roles and skills of managers in organisations. The roles and skills of managers will be developed through analysis of the planning, organising, leading and controlling functions of management. This unit will also examine the development of human resource management functions and highlight the variety of techniques employed in managing people in organisations.

MMS715 Sport Promotions and Public Relations **B O**

Trimester 1, 1 credit point

The unit examines promotional management strategies as they apply to sporting organisations. Students will examine the promotion mix including advertising, sales promotions, personal selling and public relations. Special emphasis will be placed on the study of public relations and its role in managing the media within the sport management industry.

MMS716 Sport Organisation Theory **B O**

Trimester 1, 1 credit point

Today's sport industry is experiencing rapid growth and transformation, and future sport managers need to be prepared to implement change. This unit enables students to develop and apply an understanding of the concepts and principles used in explaining organisational phenomena in sport organisations. The unit introduces students to governance, management, leadership and organisational theory as it applies to the sport setting to assist the future sport manager to implement change strategies specifically within sport organisations.

MMS736 Strategic Management **B O**

Trimester 2, 1 credit point

This unit provides students with the skills and knowledge applicable to the process of planning for an organisation's future. Key elements of strategic management will be considered including planning, environmental analysis, strategy formulation, strategy implementation and control. The unit will assess the strategic management cycle and decision-making processes utilised in considering alternatives, choice and the evaluation of strategy as it applies to sporting organisations. It will also include case study analysis of national and international sport and non-sport organisations. Links between decision making, leadership, culture and ethical behaviour in relation to strategy formulation will also be examined.

MMS773 Sport Broadcasting **O**

Trimester 2, 1 credit point

The unit will expose students to the television sports business. Specifically it will focus on the increasing influence of broadcasting on sport in Australia. Issues to be examined include rights revenue and contracts, game and rule changes influenced by television, scheduling and promotional benefits, plus a consideration of the production process of live sporting events. The terms 'rating' and 'share' will be introduced, focusing on their translation into revenue for the networks and the related advertising industry and corporate sectors.

MMS774 Facility and Event Management **B O**

Trimester 2, 1 credit point

This unit examines the operational management techniques applicable to the management of major sport facilities and events. The unit enables students to apply fundamental knowledge drawn from marketing, human resource management, financial management and general management as it applies to facility and event management. The unit places equal emphasis on the management of events and facilities.

MPA701 Accounting **B O**

Trimester 1, 2 or 3, 1 credit point

This unit assumes no previous specific accounting knowledge and concentrates on financial accounting with the objective of students understanding the basic principles and procedures governing what and how information is processed. This includes an analysis of financial reporting outcomes to interpret what the outcomes reveal, together with any shortcomings of processes that may impact upon the quality of information presented. Students will make use of several software tools to facilitate learning, including a commercial accounting package, as part of the learning process.

MPA702 Financial Interpretation **B X**

Trimester 1 or 2, 1 credit point

This unit aims to develop an understanding of how financial reports and other relevant information is used to support decision-making in and about organisations. It is designed to cater for students who do not necessarily have extensive prior business experience and therefore emphasises the business context and relates ideas to basic business transactions and other business functions and financial events. It also emphasises the environment within which businesses operate and discusses the use of important economic information that is normally beyond financial statements.



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This unit considers the environment for corporate accountability and the role of people within the context of professional and business ethics. This unit specifically gives an international perspective on the introduction of competing expectations about the purpose of organisations and hence raises questions concerning the appropriate responsibility of their managers. It develops the position that the responsibility of managers for effective action extends not only to the familiar economic and market considerations but also to the wider social/public arena. Students will learn to analyse, question critically and perhaps challenge the ethical and moral standards and priorities that they apply to business and professional behaviour.

MPA751 Financial Reporting and Analysis **B X***Trimester 1 or 2, 1 credit point*

Financial Reporting and Analysis aims to develop the student's ability to interpret and use corporate financial reports and other relevant information. The unit is concerned primarily with developing a strong understanding of accounting concepts and issues, which can be applied to a range of theoretical and practical problem-solving demands encountered by managers.

MPC701 Information Systems for Business **B X***Trimester 1, 1 credit point*

This unit provides students with a thorough grounding in information systems for business. We explore ways information systems support business functions at all levels in organisations, from operations-level through to strategic decision making. Topics include: computer systems and networks; data and information; introduction to database management systems; knowledge management; decision support systems; enterprise resource planning; customer relationship management; supply chain management; eCommerce; and an introduction to systems development, security, privacy and ethics.

MPC741 IT Strategy and Management **B X***Trimester 1, 1 credit point*

Virtually all business strategy now depends to some extent on effective information technology (IT). This unit gives students the confidence to manage and work effectively with information systems (IS), the related enabling technologies, and information technology (IT) professionals. The unit addresses IT strategy (including the links between IT strategy and organisational strategy); and considers advances in IT that enable increasing efficiencies, and new organisational initiatives. The unit also considers the structure, governance, and management of the IS function, and relationships with external suppliers and vendors. The goal is to equip students with the capacity to adequately plan for their organisation's use of IT to support, and sometimes shape, business strategy. This unit is primarily a strategy unit, not a technology unit.

MPE707 International Banking and Finance **B X***Trimester 1 or 2, 1 credit point*

This unit will provide participants with the ability to identify the major issues associated with the globalisation of financial markets and to understand the functions of the international financial and banking systems. Topics include internationalisation of banking and finance, foreign exchange markets and the balance of payment accounts, international parity conditions, the international monetary system, exchange rate arrangements and government intervention, foreign exchange derivatives, foreign exchange exposure and management, international banking and global financial markets and country risk analysis and debt crisis.

MPE711 Global Trade and Markets **B X***Trimester 1 or 2, 1 credit point*

This unit presents theoretical as well as applied research material covering a number of issues in the theory of trade and market development that are especially relevant for students of business economics. The theme of this unit is built on traditional international trade theory such as the theory of comparative advantage and terms of trade. However, it also explores interesting and relevant issues from fields of the political economy of trade and emerging markets to expand understanding of this traditional theory and understand its limitations. It covers topics such as transitions, migrations, government failure, the knowledge economy and privatisation. It emphasises a methodical understanding of what constitutes the international economic environment relevant for business.

MPE781 Economics for Managers **B X***Trimester 1, 2 or 3, 1 credit point*

The unit covers the policy and strategic aspects of business management and also provides a practical and pragmatic approach to policy issues. Topics include the dynamics of market behaviour, including a discussion of different market structures and the impact of macroeconomic policies in a changing world economic environment on the economy in general and the student's business in particular.

MPF753 Finance **B X***Trimester 1 or 2, 1 credit point*

This unit is designed as an introduction to the theoretical principles of finance and the practical requirements of financial management within for-profit organisations. The aim of this unit is to provide students with an understanding of the types of financial decisions that need to be made in order to create value within the firm beyond that which shareholders could create on their own and in doing so ensure the long term sustainability of the firm. Students will develop analytical skills for making key financial management decisions, including simulation and real option analysis. It also includes investment, financing, risk management, capital structure and dividend decisions within the context of the Australian and international financial institutional frameworks. The unit will develop an ability to apply basic mathematics to solve real problems in finance. The principles and skills developed will be as relevant for those who are running their own small business as they are for senior finance managers within large companies.

MPI700 Postgraduate Internship **B X***Trimester 1 or 2, 1 credit point*

The Postgraduate Internship is designed to allow students to gain first-hand experience of graduate-level employment in an organisation. Students will work on a non-employment basis within an approved organisation for a minimum of two days per week for 12 weeks (or equivalent). It provides an opportunity to use the discipline specific and generic skills learned earlier in their studies and to reflect on their own performance, the nature of professional work and the business context of the host organisation. This unit will help students refine their skills, build their confidence and increase their awareness of the requirements for successful professional business practice.

Unit descriptions

MPI701 Business Practicum B X

Trimester 1 or 2, 2 credit points

Students will work on a non-employment basis within an approved organisation for a minimum of two days per week for 12 weeks (or equivalent). The student will undertake an appropriate management project as agreed with the host organisation. The project topic will also be approved and guided by the student's University supervisor, a member of the academic staff. Each student will be required to produce and submit a formal project proposal and work-plan relating to the proposed management project. Students will also be required to produce a progress report for the client and for assessment at the mid-point of the study to raise issues with the client and address any changes in the strategic direction of the project. Students will also be required to submit a final report to the host organisation and for assessment, and present their findings in a formal oral presentation. Industry clients and community members (if appropriate) who have an interest in, or who have contributed to the project may be invited to attend.

MPI702 Applied Business Project B X

Trimester 2, 1 credit point

Applied Business Project will provide the opportunity for students to apply their knowledge and skills gained in their studies to an actual business problem. It will enable them to gain experience in applying academic knowledge and generic skills and extend their abilities in information gathering, analysis, project management, negotiation and communication. Where the project is undertaken as a group, it will enhance teamwork skills. It will further help students refine their skills, build their confidence and increase their awareness of the requirements for successful professional business practice. In this unit, students identify a specific business problem or issue and devise a project to address the issue. The project will usually entail the collection and analysis of information and secondary data to achieve a specific project outcome.

MPK701 Research Design and Analysis B X

Trimester 1, 1 credit point

The unit will develop students' appreciation of the scope of research in business marketing, together with the processes and techniques used commonly in research. Topics include an introduction to research in marketing, problem definition, research design, qualitative and quantitative methods, measurement concepts, qualitative and quantitative data analysis, univariate and multivariate statistical analysis, sensitivity analysis, the development of business marketing models, reporting and presentation of results. Applications of research in business marketing in the areas of strategic analysis, pricing, brand management, consumer behaviour or sales forecasting will also be discussed.

MPK711 Strategic Customer Service B X

Trimester 1, 1 credit point

Topics to be addressed in this unit include: an introduction to customer service; customer service within a strategic framework; leadership and organisational culture for customer service excellence; supporting customer service: organisational structure and resources; the role and management of customer service personnel; internal marketing; managing and measuring service quality; managing and measuring customer perceived value; managing customer complaints; e-customer service: the role of technology in delivering customer service; and practising customer service excellence.

MPK712 Advertising and Consumer Behaviour B X

Trimester 2, 1 credit point

The intent of this unit is to develop students' understanding of the importance of consumer behaviour theory and research in the formulation and execution of marketing communications. Topics include consumer decision processes, factors influencing consumer behaviour (individual, psychological and environmental factors), brand positioning and marketing communications campaign objectives, creative strategy, media strategy and other marketing communications (i.e. sales promotion, corporate image advertising, sponsorships, public relations, personal selling and direct marketing). A variety of marketing communications campaigns, from both profit and non-profit organisations, will be used to illustrate the interplay between consumer behaviour and marketing communications.

MPK732 Marketing Management B X

Trimester 1, 2 or 3, 1 credit point

The unit consists of 11 modules built around the integrative nature of the marketing process and its role in achieving corporate objectives. Topics include the marketing process; the marketing environment; market research and information systems; segmentation; targeting and positioning; buyer behaviour, pricing consideration and approaches; integrated marketing communication; products and new product development; distribution; international marketing; marketing strategy and planning and the implementation and control of marketing programs. Emphasis is placed on the management decision-making process through the use of case studies. The unit not only introduces participants to core marketing concepts and techniques, but also encourages the application of these within the context of the participants' work environment.

MPK736 International Marketing B X

Trimester 2, 1 credit point

The purpose of this unit is to examine the key elements in the formulation and implementation of international marketing strategy. The unit analyses the stages through which the firm moves in formulating its global strategy; initial entry; local market expansion; and global rationalisation. The formulation and implementation of strategy is discussed within the context of increasing interdependence of country markets and regional market integration.

MPM701 Business Process Management B X

Trimester 1 or 2, 1 credit point

This unit provides foundation knowledge about the operational level of business activities and emphasises the importance of their links to organisational strategies. It considers the role of information and communication technologies in supporting business processes and it introduces enterprise systems and the ways in which these can automate procurement, fulfilment and production, and the integration of these processes in organisations. The unit introduces business process architecture, problem scoping, modelling, methodologies and measurement. The unit prepares students to develop professional careers in industry, government, and the not-for-profit sector.

KEY**B** Melbourne Burwood Campus**F** Geelong Waterfront Campus**G** Geelong Waurm Ponds Campus**W** Warrnambool Campus**X** Off campus**O** Online**R** Residential**T** Tour**CBD** Community Based Delivery**MPM702 Audacious Leadership** **X***Trimester 3, 1 credit point*

This unit seeks to provide participants with a deep understanding of their own capacity for leadership as well as leadership in others through examination of and reflection on the actions of leaders and followers. It is designed to provide a challenge to the student, which will demand and foster, both tacit and explicit learning about vision in leadership and audacity in its execution. Learning is experiential and based on participants' actions in resolving a challenge that has been agreed with the unit chair and is consistent with the aims of the unit. It draws on contemporary models and theories of leadership and leadership development that are international, both in their derivation and in their application.

The cost of this experiential unit is in addition to the tuition fees.

MPM703 Business Strategy and Analysis **B X***Trimester 1 (B, X) or 3 (B), 1 credit point*

This unit introduces students to the role of business strategy in developing and sustaining competitive advantage. The broad aim of this unit is to equip students with an introductory knowledge of business strategy concepts and tools, together with an ability to apply this knowledge to a variety of macro environment, industry, and business situations.

MPM704 Managing for Environmental Sustainability **B***Trimester 3, 1 credit point*

Managing for Environmental Sustainability is designed to give students an integrated understanding of environmental sustainability issues as they relate to business management. The unit will provide managers with a conceptual framework for analysing and developing a strategic response to environmental issues and an understanding of the potential business case for sustainability. An integrated overview of human, business and ecological sustainability is presented during the course. Students will address a series of environmental issues and analyse case studies. A problem-based learning approach will guide students to examine critically current business principles and practices as they relate to environmental sustainability.

MPM705 Retailing **B X***Trimester 1, 1 credit point*

Retailing presents and sells goods and services to customers. Retailing is the final economic activity before the goods and services are consumed. This deceptively simple activity is now a highly competitive industry that faces many challenges such as changes to international trade, new and emerging markets, and rapid developments in technology coinciding with an increasingly demanding and well informed customer. Globalisation, the growth of new economies, and developments in technology has influenced the development of the retail industry in the last decade. This unit presents the basic elements of retailing and explores influences such as corporate social responsibility and ethics in retail, demographic changes plus the influence of new social movements such as anti consumption and environment protection. The unit prepares students for careers in the retail and associated industries such as banking and finance, supply chain and logistics, manufacturing, advertising and promotion, and marketing.

MPM706 Strategic Management **B X***Trimester 1 or 2, 1 credit point*

This unit will develop students' capacity to think strategically about an organisation, its industry and competitive position. It will also enable students to understand the tools used for the analysis of its strategic position; to understand the correct application of these tools to a variety of industry situations; to integrate functional knowledge in making strategic decisions; and to develop an appreciation of the organisational processes by which strategies are formed, evaluated and implemented.

MPM712 Managing Innovation **B X***Trimester 1, 1 credit point*

This unit focuses on the notion of 'intrapreneurship' and the processes by which innovative ideas are turned into commercial advantage. Innovation can occur in products/ services, processes and systems, business models, or in business operations. Hence, the unit focuses on the innovation process itself, management strategies that foster innovation, and how innovation models and theory can be applied to each of these areas, resulting in sustainable competitive advantage. Topics to be addressed in this unit include: mental models of the management process; models of appropriate control; quality assurance; improving performance; innovation strategies; and leading people in an environment of innovation.

MPM715 Management and Organisational Consulting **B***Trimester 2, 1 credit point*

Management and Organisational Consulting is designed to encourage students' understanding of the nature and purpose of management consulting and to equip them with skills and attitudes needed to work in the management consulting field. The unit will integrate theory from several fields of management study – organisational psychology, organisational change and business-to-business services marketing – and will draw on research and case studies which specifically address management consulting.

MPM716 Merchandise Management **B X***Trimester 2, 1 credit point*

This unit aims to provide students with in-depth understanding of the strategic practices and processes of merchandise management in the global retail industry; to provide students who have completed MPM705 Retailing with a richer understanding of the key merchandise profit indicators for retail; to develop understanding of the complexity of the global retail supply chain; and to encourage a holistic consideration of professional merchandise management from source to final consumer.

MPM721 Organisational Behaviour **B X***Trimester 1 or 2, 1 credit point*

Organisational behaviour refers to the systematic study of the attitudes and behaviours of individuals and groups in organisational settings. The purpose is to assist managers in predicting, explaining and controlling the behaviour of people in organisations. The unit aims to establish students' conceptual understanding of the dynamics of individual and group behaviour in organisations, to examine the ways in which different forms of organisational structure and leadership influence that behaviour, and to analyse the ability of organisations to respond to external change, as well as manage their own internal change processes.

Unit descriptions

MPM722 Human Resource Management **B X**

Trimester 2 or 3, 1 credit point

The objective of the first section of this unit is to develop an understanding of strategic human resource management and the policies, methods and techniques utilised in human resource management functions with particular emphasis on the workplace. Specific attention is given to issues of recruitment, selection, human resources planning, human resources development, and managing for performance. The study and practice of human resources will develop skills and understanding of how human resources fit within processes of strategy formulation and organisational change. The focus is on Australian issues and solutions.

MPM735 International Business Management **B X**

Trimester 1 (B, X), 2 (B, X) or 3 (X), 1 credit point

This unit covers the role and issues of management in the international environment. The principal aim is to provide participants with the requisite knowledge and skills that will enable them to manage in a complex and foreign business environment. The unit also provides an overview of the international economic, political, legal and cultural environments within which international businesses have to operate. The main thrust of the unit is upon international business management strategy.

MPM740 Scheme Policy and Design **R X**

Trimester 2, 1 credit point

This unit provides an overview of the history of workers' compensation and compulsory third party insurance, along with critical analysis of the current situation around Australia and internationally. The unit considers the political issues surrounding the development of scheme design/policy and the influence that these decisions may have on other related bodies. The likely future developments in personal injury schemes around Australia and internationally are also considered.

MPM741 Scheme Assessment and Economics **R X**

Trimester 1, 1 credit point

This unit provides an introduction to the uses of actuarial information in the insurance industry and the kinds of information obtainable through actuarial processes. In studying this unit, students will develop an understanding of how scheme economics can be used in strategic planning and decision-making relating to long-tail schemes. Claims forecasting, optimal settlement, loss reserving, and the effects of asymmetric information will also be considered in the context of scheme assessment and evaluation.

MPM742 Claims Management Strategy **R X**

Trimester 1, 1 credit point

This unit is designed to provide students with a comprehensive understanding of how a strategic approach to claims management can play a vital role in reshaping the culture, processes, systems and alliances to enable the effective and efficient management of claims and compensation schemes. This includes understanding claims management methodologies, designing key performance indicators, understanding stakeholder roles, and developing strategic approaches to dispute resolution and return to work interventions.

MPP701 Research Project 1a **B X**

Trimester 1, 2 or 3, 1 credit point

Students will complete a comprehensive research study under the guidance of a supervisor, who must be a member of academic staff at Deakin University. The study will require students to identify and define a problem, review relevant literature, design a study method, present findings, interpret results and present conclusions and recommendations.

MPP702 Research Project 1b **B X**

Trimester 1 or 2, 1 credit point

Students will complete a comprehensive research study under the guidance of a supervisor, who must be a member of academic staff at Deakin University. The study will require students to identify and define a problem, review relevant literature, design a study method, present findings, interpret results and present conclusions and recommendations.

MPP703 Research Project 2 **B X**

Trimester 1 or 2, 2 credit points

This unit is designed to enable students to undertake independent research, under the guidance of a supervisor knowledgeable in the research area, and to prepare a project report in a thesis format that contributes to the stock of knowledge in the research area. The supervisor must be a member of academic staff at Deakin University.

MPP704 Research Project 4 **B X**

Trimester 1 or 2, 4 credit points

This unit is designed to enable students to undertake independent research, under the guidance of a supervisor knowledgeable in the research area, and to prepare a project report in a thesis format that contributes to the stock of knowledge in the research area. The supervisor must be a member of academic staff at Deakin University.

MPR703 Management Communication **R**

Trimester 1, 1 credit point

The unit enables participants to consider the range of situations in which communicative competence is important; reflect on their strengths and weaknesses as communicators; explore theories, models and techniques in order to enhance their understanding of the communication process; and develop practical skills in communication in a range of situations. Topics include: discourse, imagery and the bases of social influence in organisations; the helping relationship, counselling and interpersonal communication; the process of negotiation; non-verbal and para-linguistic communication; communication process in groups; presentation of self and of information to groups and to the news media; and the strategic use of written communication.

MPR705 Entrepreneurship **R**

Trimester 2, 1 credit point

The unit introduces participants to the concept and processes of entrepreneurship. Students gain an understanding of venture start-ups through the development of a venture proposal into a venture plan. In this way practical experience of the entrepreneurial process is gained. The unit requires students to examine the skills that entrepreneurs and intrapreneurs need, in small business and in larger organisations. Participants are exposed to techniques and tools necessary to new venture development, as well as to entrepreneurs who share their experience.

MPR706 Strategic Management **R**

Trimester 3, 1 credit point

The unit aims to develop a capacity to think strategically about an organisation, its macro environment, industry and competitive position; to build skills in conducting strategic analysis in a variety of industry situations; to integrate functional knowledge in making strategic decisions; and to develop an appreciation of the organisational processes by which strategies are formed, implemented, and evaluated.

MPR707 Change Management **R**

Trimester 1 or 3, 1 credit point

The unit aims to deepen students' understanding of the change process through the practical application of various approaches to and techniques of change management. Much of the unit comprises case study analysis and practical exercises, complemented by guest speaker presentations. However, students are also expected to improve their understanding of theories of change management in order to more successfully integrate the knowledge and experience acquired.

KEY

B Melbourne Burwood Campus
F Geelong Waterfront Campus
G Geelong Warrn Ponds Campus
W Warrnambool Campus
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O Online
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MPR721 Organisational Behaviour **R***Trimester 2, 1 credit point*

Organisational behaviour focuses on the systematic study of the attitudes and behaviours of individuals and groups in organisational settings. The purpose is to assist managers in predicting, explaining and controlling the behaviour of people in organisations. The unit aims to develop students' conceptual understanding of the dynamics of individual and group behaviour in organisations, to examine the ways in which different forms of organisational structure and leadership influence that behaviour, and to analyse the ability of organisations to respond to external change and to manage their own internal change processes.

MPR722 Human Resource Management **R***Trimester 2, 1 credit point*

The objective of the first section of this unit is to develop an understanding of strategic human resource management and the policies, methods and techniques utilised in human resource management functions with particular emphasis on the workplace. Specific attention is given to issues of recruitment, selection, human resources planning, human resources development, employee relations and managing for performance. The study and practice of human resources will develop skills and understanding of how human resources fit within processes of strategy formulation and organisational change. The focus is on Australian issues and solutions.

MPR732 Marketing Management **R***Trimester 3, 1 credit point*

The unit consists of 12 modules built around the integrative nature of the marketing process and its role in achieving corporate objectives. Topics include the marketing process; the marketing environment; market research and information systems; segmentation; targeting and positioning; buyer behaviour, pricing consideration and approaches; integrated marketing communication; products and new product development; distribution; international marketing; marketing strategy and planning; and the implementation and control of marketing programs. Emphasis is placed on the management decision-making process through the use of case studies. The unit not only introduces participants to core marketing concepts and techniques, but also encourages the application of these within the context of the participants' work environment.

MPR751 Financial Reporting and Analysis **R***Trimester 1, 1 credit point*

The unit develops students' ability to read, interpret and use corporate financial reports and other relevant information such as internal accounting reports. The unit is primarily concerned with developing a strong understanding of accounting concepts and issues from perspectives both internal and external to the entity. This understanding can then be applied to a range of theoretical and practical problems often encountered by managers. The student's appreciation of the complexities of financial measurement, accounting policy selection, and techniques of managerial accounting is developed using case studies and practical problems. No previous accounting background is assumed.

MPS701 Principles of Risk and Insurance **X***Trimester 1 or 2, 1 credit point*

This unit introduces students to insurance, the insurance market and insurance law. The unit examines a range of areas including the concepts of risk and insurance, and the principal legislation governing insurance in Australia. Topics include: insurance in Australia; risk concepts and an introduction to risk management; the insurance mechanism; types of insurance policies; an introduction to underwriting; legal principles of insurance; the Insurance Contracts Act 1984; the Financial Services Reform Act 2001; and the Insurance Act 1973.

MPS703 Reinsurance **X***Trimester 1, 1 credit point*

This unit introduces students to reinsurance and shows its application to insurance policies in the area of general insurance. From the grounding provided through this unit, the student should develop a clear understanding of the need for and purposes of reinsurance. Students should also have a working knowledge of the different forms and types of reinsurance contracts, a grasp of the terminology and the statutory requirements relative to reinsurance, the legal aspects of reinsurance dealings, and an understanding of the reinsurance market.

MPS707 Life Risk **X***Trimester 2, 1 credit point*

This unit provides an introduction to the area of life risk management and insurance, and an understanding of the underwriting, management and claims-settling practices used.

MPS708 General Insurance **X***Trimester 2, 1 credit point*

This unit aims to provide an introduction to the area of general insurance, and an understanding of the underwriting, management and claims-settling practices used. It will include an examination of insurable and uninsurable risk and an understanding of the different forms of risk management undertaken by business, including self insurance.

MPS710 Insurance and Risk Management Practicum **X***Trimester 1 or 2, 1 credit point*

The project is carried out under the guidance of a staff member selected by the candidate and the Deakin Graduate School of Business. The student will undertake an appropriate insurance or finance related project as agreed with their employer (or if this is not possible, as approved by the Course Team Chair) and approved by University supervisor, a member of the academic staff. However, topics are not restricted apart from general guidelines. Preferred topics include studies related to practical insurance and finance problems occurring at the candidate's place of work; more theoretical studies are also acceptable.

Each student will be required to produce and submit a formal project proposal and work plan related to the proposed project.

Students will be required to produce an interim report for assessment at the midpoint of the study to raise issues and address changes to the strategic direction of the practicum. Students will produce a final report for assessment.

Unit descriptions

MPT722 Human Resource Management **T**

Trimester 3, 1 credit point

The objective of the first section of this unit is to develop students' understanding of strategic human resource management and the policies, methods and techniques utilised in human resource management functions with particular emphasis on the international workplace. Specific attention is given to issues of recruitment, selection, human resource planning, human resources development, and managing the performance. The study and practice of human resources will develop skills and understanding of how human resources fit within processes of strategy formulation and organisational change. The focus is on international and comparative issues and solutions.

MPT735 International Business Management **T**

Trimester 3, 1 credit point

This unit covers the role and issues of management in the international environment. The principal aim is to provide students with the requisite knowledge and skills that will enable them to manage in a complex and foreign business environment. The unit also provides an overview of the international economic, political, legal and cultural environments within which international businesses have to operate. The main thrust of the unit is a focus upon international business management strategy.

MPT753 Finance **T**

Trimester 3, 1 credit point

This unit is an innovative experiential study of finance that focuses on sustainable investment. The objective of the unit is to provide students with the opportunity to engage with business, within the work place and in doing so develop practical and analytical finance skills by participating as a team member on a real work related project. The program begins with an intensive on-campus component of study that introduces the fundamental principles of finance and which develops the skill set necessary to undertake financial analysis of investments. Students then visit companies throughout regional Australia and in consultation with them assist in the identification of 'green initiatives' that could assist in reducing the company's carbon footprint. Students then return to the University and produce a consultancy styled report that analyses the financial viability of the investment opportunity. This report represents the major component of assessment for the unit.

MSC703 Business Data Management **B X**

Trimester 2, 1 credit point

This unit examines the business context of information resource management and its activities within an organisation and the implications of database systems for eBusiness. The unit also introduces database concepts, systems design and implementation; and includes the process of analysis and design of database systems and associated technical and administrative functions.

MSC705 Information Systems Analysis and Design **B X**

Trimester 2, 1 credit point

This unit provides an introduction to the discipline of systems analysis and design. Students will learn two methods of analysis and design, a structured approach and an object orientated approach, for designing business information systems. Students will also learn how to gather information from businesses, investigate solutions and undertake feasibility studies.

MSC712 Advanced Systems Analysis and Design **B X**

Trimester 2 (B, X), 1 credit point

The unit aims to build on skills and competence developed in MSC705 Information Systems Analysis and Design. The unit is about methods, frameworks and methodologies that can be used for Information Systems development. In the unit a range of techniques will be considered along with several contemporary methodologies which will include Rapid Application Development, Soft Systems Methodology and ETHICS. The current industry use of methodologies will be examined and evaluation paradigms will be presented to provide a framework where any methodology can be assessed for its suitability.

MSC752 eBusiness Strategies **B X**

Trimester 1, 1 credit point

This unit examines the important themes and contemporary issues in eBusiness strategies. It aims to help students develop practical skills in formulating, implementing and evaluating eBusiness strategies, as well as conducting critical analysis of eBusiness models. The unit places special emphasis on understanding how organisations generate, derive and share business value from eBusiness in a real life business context. In examining contemporary issues in eBusiness, the unit explores how modern organisations are leveraging social networking, blogs, virtual worlds, mobile computing and various Web 2.0 applications for next generation eBusiness.

MSC753 eBusiness and Supply Chain Management **B X**

Trimester 2, 1 credit point

The growing global economy has redefined the dynamics of competition for modern organisations. With product lifecycles shortening and worldwide commercial competition increasing, success depends on adopting state-of-the art, effective global supply chain management (SCM) approaches. This unit provides students with an understanding of how eBusiness technologies and applications can be used to develop world class supply chain networks. It covers the concepts and principles of SCM, the essential eBusiness technologies used to support supply chain operations and the strategies used to put in place best practice global supply chain networks.

MSC754 Information Systems Business Analysis **B X**

Trimester 1, 1 credit point

The unit takes a high-level view of IS development where the focus is on the strategic alignment of IS and business functions in an organisation, which involves planning and discussion of business needs, as well as negotiation and specification of solutions required by the client organisation, and agreed upon by management. Such solutions often involve development of information systems, and may also include business process improvement, organisational change, and strategy and policy development.

The unit therefore covers the principles and practices of stakeholder analysis, identification of business needs, problems and opportunities, analysis, negotiation and specification of requirements for any solution that may involve technology inspired change.

The unit will address critical issues in acquiring, modelling, validating and communicating requirements for large business systems. Tutorial and online exercises will allow students to develop practical hands-on skills in effective acquisition of information from client groups by brainstorming, interviewing, conducting workshops and meetings.

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Global trends in business information systems outsourcing and electronic business highlight the need for companies to understand and manage a wide variety of information systems and information technology (IT) risks including IT services risks, IT project risks, and electronic business risks. This unit explores eight classes of risk for contemporary business information systems. Students will learn and apply key strategies and techniques for managing a wide range of information systems risk classes. The unit examines the risks within a framework of information systems governance, standards and audit.

MSC756 Project Management **B X***Trimester 2, 1 credit point*

Project management is undoubtedly one of the most important skills in management as modern organisations shift from traditional management to project based management. This unit examines project management in the exciting, dynamic, innovative, virtual, information enabled, and knowledge intensive organisational environment. Consequently, this unit emphasises skills as well as techniques that can be derived from traditional project management and explores innovations relevant for the successful management of projects. It also investigates the task of managing project knowledge which is regarded as a central skill for managing future projects. The project management methodology taught in this unit is based on the Project Management Body of Knowledge (PMBOK). Topics covered in this unit include: overviews of project management; the virtual context; planning processes; project communication; human and social aspects of project management; procurement tools; techniques and enabling technologies.

MSC767 Business Security Management**B X***Trimester 1, 1 credit point*

The aim of the unit is to ensure the introduction of students to the design, management and security implications of business systems. A supporting aim is to show the way security is strongly linked to an organisation's strategic direction. The unit will focus upon security from a technology aspect, from a management aspect and a policy aspect.

MSC768 Knowledge Management **B X***Trimester 1, 1 credit point*

This unit provides an understanding of the key principles and practices involved in managing individual, group and organisational knowledge in organisations. Students will gain an understanding of the key advantages and disadvantages of different knowledge strategies, processes, technologies and systems. The human aspects of knowledge management, such as the motivation to share knowledge, will be carefully considered. Students will learn how to evaluate knowledge management in organisations and will be able to make appropriate recommendations for improvement. The unit will also address the alignment of knowledge management strategy with other important corporate strategies and processes.

MSC769 Information Systems Infrastructure **B X***Trimester 1, 1 credit point*

This unit familiarises students with the essential infrastructure components of an information system. Topics covered include electronic communication principles; local and wide area network operation; operating systems; fundamentals of programming; database systems; and client/server computing.

MSC770 Information Systems and Global Issues **B X***Trimester 2 (B, X) or Trimester 3 (B, X) and as part of a study tour to India, 1 credit point*

This unit explores some of the key ethical, social and professional issues facing business and information systems professionals and employees in their work. The rise of global eBusiness have made significant changes in the way people, businesses and other organisations operate and new ethical, social and professional issues have emerged. More recently we have seen a rise in corporate scandals and the financial meltdown. The key aim of this unit is to equip the student with the skills to identify, analyse and report on these issues. The unit will consider some of the key ethical and social issues that have arisen as a result of global eBusiness and addresses topic issues which in recent years has included: privacy and email, freedom of speech and work, whistle blowing, cyber-terrorism and 'piracy and intellectual property'.

MSC795 eBusiness Processes **B X***Trimester 2, 1 credit point*

Many organisations are streamlining their business processes through electronic channels to strengthen their performance and competitive position. With the advent of global networking, the net-enhanced organisations and supply chains are increasingly playing an important role in the national economy as well as in international business. This unit examines a range of concepts, management challenges, and tools for the adaptation of business processes in eBusiness settings, reflecting the most recent trends in the application of information technology for business.

MSQ791 Data Analysis for Managers **B X***Trimester 1 or 3, 1 credit point*

This unit covers the process of data analysis including the collection, presentation, and interpretation of data. A principal objective of the unit is to demonstrate the importance of understanding data and the crucial role of data analysis in business decision-making. While it is essentially a statistics-based unit (including survey methods and questionnaire design), mathematics and arithmetic calculations are kept to a minimum. The emphasis of the unit is on the interpretation and applications of the various techniques studied. Extensive use is made of software to develop data analysis skills and to enhance the appreciation of statistical techniques in a management context. Qualitative research methods, and their role in the overall research and design process, are also briefly covered.

Unit descriptions

SEB711 Developing and Managing Innovation **G X**

Trimester 1, 1 credit point

This unit will enable students to learn about innovation and entrepreneurship within a managerial context, understand factors within organisations that impact on innovation and entrepreneurship, apply principles of innovation and entrepreneurship in their own workplace, gain a greater understanding of issue surrounding intellectual property and understand how to take a new idea and develop it to the stage of commercialisation. The topics addressed include: entrepreneurship, innovation, developing new ideas, managing intellectual property and emerging technology, various types of Australian and international intellectual property laws and agreements for copyright, designs, trademarks, patents and circuitry layouts, the enforcement of intellectual property rights, confidentiality and confidential information, licensing and assignment, Memorandum Of Understanding (MOU), commercialisation of research development, organisational culture and managing organisational change.

SEB712 Managing Complex Projects **X**

Trimester 2, 1 credit point

This unit will enable students to understand what a complex project is and how it impacts on management strategies, understand and develop the characteristics of a successful manager, understand, develop, and apply appropriate strategies within a business organisational context, apply the principles of raising capital and effectively evaluate how the capital might be used, and recognise the benefits and costs associated with alliances and takeovers. The topics addressed include managing complexity, technologies and strategies, venture capital, valuation of technology and new ventures, mergers, alliances, spin-offs, takeovers, benefit–cost analysis, capital budgeting and consideration of risk in technology projects, and risk and return in capital projects.

SIT701 Internet Core and Enterprise Routing **B**

Trimester 1, 1 credit point

This unit focuses on the technologies used in constructing a modern network and the routing used within those networks to ensure that data is delivered. In this unit students will learn about the number systems and the mathematics of networks, networking media including installation and testing, cabling of LANs and WANs, operation of Ethernet/IEEE 802 networks, fundamental concepts of switching and routing, subnetting and the TCP/IP model. Students will undertake a study of static routing and dynamic routing protocols. Distance vector and link state routing protocols are considered, and the operation and configuration of RIP, EIGRP, and OSPF protocols are examined in detail. Through practical laboratories students will learn how to construct such networks using Cisco equipment; in particular students will learn how to connect Cisco routers and switchers and to configure routers to operate effectively on a TCP/IP network.

SIT702 Advanced Network Design and Engineering **B**

Trimester 2, 1 credit point

On completion of this unit students will be able to plan, design and configure both local area networks and wide area networks. They will gain thorough knowledge of switching basics and routing concepts and practical knowledge of the use and configuration of network elements such as routers and switches. Students will also be able to effectively administer both local area networks and wide area networks. Topics covered include: hierarchical LAN design for switched Ethernet networks; interconnection elements such as hubs, switches and routers; switching concepts and configuration; the spanning tree protocol and virtual LANs; wireless LAN operation, configuration, and security; WAN design; the point to point protocol (PPP); frame relay; network security and firewall configuration; broadband networks; IPv6; and network troubleshooting. The unit also covers advanced networking concepts such as optical networking, converged networking, virtual private networks, reliability, security and quality of service.

SIT703 Advanced Digital Forensics **B X**

Trimester 2, 1 credit point

This unit discusses the various options open to organisations to assist them in investigating problems and attacks on their computer systems. A theoretical framework is constructed which enables an organisation to systematically document, analyse and solve identified issues. Legal concerns around identifying and reporting criminal acts are also covered.

SIT704 Advanced Topics in Digital Security **B X**

B X

Trimester 1, 1 credit point

This unit deals with current topics in digital security including integration of security infrastructure across systems, managing malicious software, and international approaches to system security.

SIT717 Advanced Data Mining **B X**

Trimester 2, 1 credit point

The unit will begin with an introduction to the standard data mining processes such as CRISP-DM, then explain the requirements of business intelligence, in the context of customer relationship management. Methods to be taught in this unit includes variants of association rule discovery (for basket analysis); prediction techniques such as inductive inference of decision trees and Bayes models (for market prediction), clustering techniques such as self-organisation maps (for market segmentation), but with emphasis on real world applications. A selection of recent real world business intelligence case studies will be incorporated in this unit to illustrate the introduced techniques.

SIT725 Advanced Software Engineering **B X**

B X

Trimester 2, 1 credit point

This unit covers advanced approaches of applying software engineering to web application development, such as web application formulation and planning, analysis and design models, relationship between UML models and web application designs, and web application testing. The unit will also cover other advanced topics and methodologies in software engineering, as well as recent developments.

KEY

B Melbourne Burwood Campus
F Geelong Waterfront Campus
G Geelong Warrn Ponds Campus
W Warrnambool Campus
X Off campus

O Online
R Residential
T Tour
CBD Community Based Delivery

SIT735 Communications Network Security**B X***Trimester 2, 1 credit point*

This unit aims to provide students with theoretical knowledge and practical training in communications network security. The unit explores concepts and issues pertaining to network security; examines methods and technologies for securing communications network systems; and network security standards. Threat models and vulnerabilities of communications networks as well as mechanisms to circumvent or defend against these attacks are discussed. Cryptographic protocols and practices for communications networks are also explained.

SIT737 Service Oriented Architectures and Technologies**B X***Trimester 1, 1 credit point*

This unit explores the rationale behind the move towards service oriented architectures (SOA) and enabling service oriented technologies. This unit develops an understanding of the 'service', the fundamental building block of service oriented architectures. The principles of service design that are required to build a truly service oriented solution logic to achieve the strategic goals associated with SOA and service oriented computing are areas of strong focus within this unit. Students will also be exposed to SOA enabling technologies (such as web services) to put into practice their theoretical knowledge through SOA solution design and application development. In addition, the fundamentals of distributed computing, with particular emphasis on parallel application development, will be addressed.

SIT751 Java Network Programming**B X***Trimester 1, 1 credit point*

This unit focuses on network applications including its design and development in a Java programming environment. Students will learn about the Java programming language as well as skills to develop networked applications using the language and libraries that supported it. Students will begin with an overview of the programming language to see its similarities to other modern OO languages. They are then introduced to basic Java development through the Java applet before students move on to more complex application development requiring an understanding of both low level Java networking facilities such as sockets, web URLs and datagrams, and higher level object-oriented networking such as web services and CORBA. To extend the capability of network programming, other related topics will also be introduced.

SIT763 IT Security Management**B X***Trimester 1, 1 credit point*

This unit provides students with a broad view of security policies, models, and mechanisms for confidentiality, integrity, and availability. Topics include operating system models and mechanisms for mandatory and discretionary controls, data models, concepts and mechanisms for database security, basic cryptography and its applications, security in computer networks, web applications and distributed systems, and control and prevention of viruses and other rogue programs.

SIT764 Project Management**B G X***Trimester 1, 1 credit point*

This unit uses the project management body of knowledge (Project Management Institute 2001) framework to present project management in an information systems context. The unit covers project management processes and integration, project scope, time, cost and quality management, risk management, project teams and resources. It also covers areas such as procurement (outsourcing), project communication and documentation.

SIT771 Object-Oriented Development**B X***Trimester 1, 1 credit point*

This unit introduces students to designing software by exploring in detail the development of software designs from a problem statement using the techniques of object-oriented analysis and design. The resulting designs are expressed in UML notation. Topics covered include designing systems with data abstraction, data encapsulation, inheritance, generalisation and specialisation, object-oriented analysis and design techniques, design by contract, design and reusability, and the role of software engineering concepts for managing software development. This unit introduces the concepts of programming languages and object-oriented programming, and provides practical experience in the development of object-oriented programs. The unit examines in detail the relationship between the design of an object-oriented system and its implementation. Concepts covered include language syntax and semantics, classes as templates for objects, method development, implementation of class relationships, constructors and destructors, polymorphism, dynamic memory management, error detection and handling, testing and debugging, terminal and file input/output, and programming modules. In addition to developing new software, students will gain experience in testing, debugging and maintaining existing systems. Professional and ethical issues directly related to the topic are addressed during the unit study.

SIT772 Database and Information**B X***Trimester 2, 1 credit point*

The unit will cover two important foundational but related methods for capturing, representing, storing, organising, and retrieving structured, unstructured or loosely structured information. Firstly, the unit will develop an understanding of the fundamentals of data modelling and of database technology. The relational data model will be presented and the functionality provided by implementations of it will be studied. The process of constructing database tables and related entities will be explored in depth. Secondly, we will develop the understanding of information retrieval: the process of indexing and retrieving text documents. The field of information retrieval includes almost any type of unstructured or semi-structured data. Information retrieval is a critical aspect of web search engines. We will provide students with an intuition for how search engines work, why they are successful, and to some degree how they fail.

SIT773 Software Design and Engineering**B X***Trimester 1, 1 credit point*

In this unit, students will be introduced to the broad-based concepts of how systems are designed. As to any successful systems, analysis and design is the essential step. Of course, applying the right design methodology also contributes to the success of the system. Therefore, this unit will investigate the different methodologies for different types of systems, including procedural, object-oriented, and real-time systems. In each type of system, their issues will be discussed and students shown how a specific methodology addresses them. This appreciation is important in many analyst roles in real life. In fact, there is a big demand for analysts who understand all aspects of information systems in the context of the organisation's business operations. Such analysts are often sought after in major IT consultancy firms.

Unit descriptions

SIT774 Web and Internet Programming **B X**

Trimester 2, 1 credit point

In this unit, we introduce the internet, the web and Java. We also introduce the techniques of creating web content using HTML, XML and JavaScript, and discuss how web servers and browsers provide functionality. The unit focuses on the web and internet programming. Topics include client-side and server-side programming. We briefly introduce basic internet services such as FTP, Telnet, email, news etc. as well as web authoring and programming with editors and converters. HTML is included, covering HTML basics, layout, hypertext links, images, multimedia, image maps, tables, frames, forms, and CGI scripts to design home pages. Finally, we present the future of the internet and the web. Professional and ethical issues directly related to the topic are addressed during the unit study.

SIT775 IT Services in Organisations **B X**

Trimester 1, 1 credit point

In this unit students will study the role of IT services in organisations, and current strategic IT issues. The unit explores strategic management and planning for information technology, competitive advantage, information management, and critical success factors and information resource planning. Professional and ethical issues directly related to the topic are addressed during the unit study. In addition, IT consultancy skills will be developed. These topics will be studied with the use of case studies with some online resources.

SIT780 eSystems Software Development **B X**

Trimester 1, 1 credit point

The unit explores internet technologies for esystems software development such as, the use of XML schemas including DTD and XSD in creating XML documents, models of distributed computing in the high-level design of esystems, XML web services which is a significant paradigm in distributed computing and the role of open standards, such as SOAP and WSDL, for the development of web services. Methods for the publishing and consuming of web services in B2B systems and the role of content management systems and content delivery systems in esystems and the role of application layer protocols will also be addressed. In addition, there will be a major focus on server-side technologies for esystems such as PHP, J2EE and .net with an emphasis on components development. Security issues in esystems will also be identified. On completion of this unit, students will be able to identify key aspects of esystems and gain practical experience in the use of technologies for the design and development of effective esystems.

SIT782 Practical Project **B X**

Trimester 1, 2 or 3, 1 credit point

This unit is to complete a research and development project which utilises the analysis, design, development and project management skills which the student has acquired through their studies. The emphasis of the assessment is quite varied, depending upon the type and objectives of each project. The student will be required to fully document all aspects of the project. This unit is normally the final unit to be completed in the Master of Information Technology.

SIT783 Linux and Open Source Software **B X**

Trimester 2, 1 credit point

In this unit students will learn how to apply Linux and open source software in the creation of network routers and firewalls, file servers, web servers, and other network servers. The unit will examine installation and configuration of the Linux operating system, its kernel, basic Unix commands and administration, software deployment, network configuration, DHCP, DNS, firewall setup, file systems and their configuration, NFS, Samba, printing, Apache, PHP, MySQL, mail services, security, and licensing.

SIT784 Mobile and Ubiquitous Computing **B X**

Trimester 2, 1 credit point

This unit aims to provide students with theoretical knowledge and practical training in mobile and ubiquitous computing. The unit explores the technologies which will be used and the issues that must be faced when computer devices become more mobile and ubiquitous. The characteristics of mobile and pervasive applications and the networking technologies that enable them will be discussed. Fundamentals of mobile operating systems, data management, location tracking and context awareness will be covered. And issues such as energy, security and user interface design are also discussed. A research project in an area related to mobile or ubiquitous computing is a fundamental part of the unit.

SIT794 Services Management **B X**

Trimester 2, 1 credit point

The growth and globalisation of services requires a rethink of services management strategies. This unit is the cornerstone unit of the IT services specialism and introduces an inter-disciplinary approach to services management and the development of the critical skills required to succeed in a services-led economy. Students will develop an understanding of the 'science' of services with topics addressed including, the role of services in the economy, the nature of services and the service strategy. The design and management of service enterprises and service operations are covered with particular emphasis on the role of technology in services and service entrepreneurship. In addition, capacity planning and queuing models and the management of capacity, demand and waiting lines will be discussed. This unit aims to bring together ongoing work in computer science, operations research, business strategy, management sciences and social and cognitive sciences and will include detailed case studies and relevant theoretical perspectives including the latest developments in services science.

SIT795 Information Technology Industry Study Tour **B X**

Trimester 3, 1 credit point

The Industry Study Tour is designed to give students an opportunity to explore firsthand the use and organisation of Information Technology in government and business. The unit will be run during Trimester 3 in intensive mode over a three week period with students being taken on site visits to a range of organisations as well as a number of workshops on campus to provide background information in preparation of the visits. Students will be offered some choice with regard to the visits they undertake to allow them to create a unique portfolio of visits that fit a theme of interest. In addition to a tour, each site visit will include a presentation of a guest lecture from an IT professional on the particular expertise in focus and a question and answer session led by the students.

The two week program will include the following:

- » in-house and outsourced IT services
- » IT businesses versus IT as a business support service
- » technologies and paradigms in action, in particular areas of specialisation of the School, such as IT security, networking, games development and multimedia technologies
- » IT risk management
- » overview of the IT industry in Victoria and government and professional associations that support the industry.

KEY

B Melbourne Burwood Campus
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• STUDENT •
 PROFILE

*Farley Douglas
 Master of Business (Sport Management), Deakin
 University, Melbourne Burwood Campus, 2010
 Employed: Sponsorship Coordinator,
 North Melbourne Football Club*

A love of psychology in Year 12 propelled Farley Douglas to a science degree with majors in psychology and psychophysiology. But the passionate footy fan changed direction and now lives the dream by working with an AFL club.

Not long into her science degree, Farley realised the course was not for her. Taking a year off, she travelled through Europe, working odd jobs, contemplating her options and 'hoping something would hit me'. When Farley asked herself what made her happy, there was a clear answer: 'Footy – I love it,' she says. 'I started to think that maybe I could make it happen – a course that would help me get into footy – or sport in general.'

Once focused on studying sport, she looked no further than Deakin. 'I had heard from friends and family that Deakin has the best sport courses, especially in business management. I knew I would use business management skills no matter what industry I went into,' says Farley.

The course lived up to Farley's expectations from every angle. 'My favourite unit was

Athlete Management. I loved the networking opportunities the whole course provided, and the guest speakers were amazing,' she says. 'We had Kate Palmer, CEO of Netball Australia, Ian Prendergast from the AFL Players Association and many others from a variety of sports. They were all brilliant.'

'I loved the networking opportunities the whole course provided, and the guest speakers were amazing.'

An internship she completed as part of the course was extremely valuable. Already working as a trainer with the Box Hill Hawks Football Club, she was able to gain an internship position as a sponsorship assistant with Hawthorn Football Club. 'I did one to three days a week and, later, they asked me to stay on,' she says. 'A chance meeting with David Parkin was a great highlight.'

Just three weeks after completing the masters, Farley gained her position at North Melbourne

Football Club. Her role involves a mix of match day and day-to-day business and she works with everyone associated with the club. 'Basically I fulfil all of our sponsors' requirements. I have done sponsor player appearances, kids' skills and drills clinics, signing sessions, managed sponsor ticketing and corporate networking functions – and all in only three months!' she says. The job brings her daily reminders of how much she learned in her course. 'I don't think you realise at the time exactly what uni is giving you, but a lot of times now I look back and see how it has helped me,' she says. 'One of the best subjects I did was Strategic Management – that ties everything together. Now that I am interacting with the executives in the club I realise how much it helps.'

Farley has kept in touch with her Deakin lecturers and has been invited back to deliver a couple of lectures to current students. She also has a message for the staff: 'I want to thank them for all they have done for me. I can't speak highly enough of the course and I love my job.'

Unit descriptions

SLE720 Risk Assessment and Control **X** **0**

Trimester 2, 1 credit point

This unit is to be delivered in a modular approach. Students will complete a common core that provides students with an understanding of risk assessment and management principles. Following this common core, students will, based on their enrolments, select one of the following modules: environment, occupational hygiene and engineering.

Students will discuss selection of the module with the course coordinator.

Environment

This module provides a combination of theory and practical case studies, designed to provide students with the understanding and hands-on experience necessary to identify and address risks to healthy environments. This module includes: case studies of urban, industrial, agricultural and/or natural environments at risk; the role of techniques such as indices of environmental health, epidemiology, toxicology and statistics in evaluating environmental and health concerns – data analysis and interpretation – the limitations associated with the various risk assessment techniques; approaches to risk management through policy, legislation, planning and management; risk management principles and planning; appropriate risk avoidance and minimisation for the case studies utilised; integration of risk management with environmental management principles.

This module is designed to enable environmental objectives to be identified and implemented within a broad range of industry sectors in line with ecological sustainability principles. Tools such as life cycle analysis and risk assessment, used to measure environmental performance will be described and opportunity provided to utilise these in the development of a site specific environmental management system. Systems that assist organisations meet environmental management requirements that are used internationally and within Australia will be examined, as will the potential to link in with other management systems commonly used within organisations.

Occupational hygiene

This module uses a simulated (multimedia) workplace to provide experience of conducting a walk through survey, undertaking a risk assessment, communicating the results, designing an exposure monitoring exercise, and designing a control strategy including engineering and non-engineering controls.

Engineering

This module will enable students to understand risk issues associated with enterprises, understand the links between the environment and economics, understand how innovation and sustainable development may impact on each other, apply the principles of sustainable development within an enterprise, and recognise the benefits, and the costs, associated with risk management and sustainable development. The topics addressed include risk management, ecologically sustainable development, green design, economics and sustainability, and population and sustainability.

SLE721 Policy and Planning for Sustainable Development **X**

Trimester 1, 1 credit point

This unit focuses on the synthesis, interpretation and analysis of information in regards to environmental policy at all levels of government and other public or private organisations. The need for global cooperation and action in responding to environmental issues is becoming more important. Air quality, land management, resource use and water quality are some of the myriad of issues that can only be resolved with greater understanding of local issues to enable targeted responses at the global level. Due to lack of agreement in policy aims and specific objectives, it has been argued that the current approaches to environmental management have not been as effective in achieving desired environmental outcomes. Practitioners need to understand the process of policy development in order to fully realise the potential outcomes as well as to be able to input into the process to achieve sustainable outcomes. Policy objectives need to be fully cognisant of the environmental, political, economic and social influences that must be addressed if change is to occur.

SLE725 Environmental Management Systems **X**

Trimester 1, 1 credit point

This unit is designed to enable environmental objectives to be identified and implemented within a broad range of industry sectors in line with ecological sustainability principles. Tools such as life cycle analysis and risk assessment, used to measure environmental performance will be described and opportunity provided to utilise these in the development of a site specific environmental management system. Systems that assist organisations meet environmental management requirements that are used internationally and within Australia will be examined as will the potential to link in with other management systems commonly used within organisations.

Find out more

Where to get more information

Web site

Deakin on the web, www.deakin.edu.au, contains detailed information on everything at Deakin, including:

- » courses
- » unit descriptions
- » student profiles
- » campuses
- » facilities and services
- » applications and scholarships
- » research.

To find detailed course information, including unit descriptions, you can visit the following sites:

- » Course search – search for Deakin's courses online www.deakin.edu.au/courses, find the course you are looking for and view a full description of that unit
- » *Postgraduate Studies Handbook* – the handbook provides a listing and description of all units and course structures www.deakin.edu.au/handbook.

Other useful web sites

Fees

www.deakin.edu.au/future-students/fees

Library

www.deakin.edu.au/library

Research scholarships

www.deakin.edu.au/future-students/research/scholarships

Study skills

www.deakin.edu.au/future-students/services-facilities

Course enquiries

For additional course guides and brochures or more information about application, selection and enrolment, as well as fees and charges, please contact:

1300 DEGREE (1300 334 733)
enquire@deakin.edu.au
www.deakin.edu.au/courses

Research degree enquiries

Research Services Division
Phone: +61 3 9251 7124
research-hdr@deakin.edu.au
www.deakin.edu.au/research

Disability services

For details, phone:

- » Geelong 03 5227 1221
- » Melbourne 03 9244 6255
- » Warrnambool 03 5563 3256

visit www.deakin.edu.au/disability or email drcentre@deakin.edu.au.

International student enquiries

Deakin University also produces course guides specifically for international students. To request a copy phone Deakin International on +61 3 9627 4877, email deakin-international@deakin.edu.au or visit www.deakin.edu.au/international.

Further reading

Postgraduate study area booklets:

- » Architecture and Built Environment
- » Arts, Humanities and Social Sciences
- » Business and Law
- » Education
- » Engineering
- » Health
- » Information Technology
- » Media, Communication and Creative Arts
- » Medicine
- » Nursing and Midwifery
- » Nutrition and Dietetics
- » Optometry
- » Psychology
- » Science and Environment.

To request a copy of any of the above publications please email enquire@deakin.edu.au, phone 1300 DEGREE (1300 334 733), or download at www.deakin.edu.au/future-students/brochures.

Open Days 2011

Warrnambool Campus

Sunday 14 August

Geelong Waurm Ponds Campus

Sunday 21 August

Geelong Waterfront Campus

Sunday 21 August

Melbourne Burwood Campus

Sunday 28 August

www.deakin.edu.au/openday

Social media@Deakin

You can find us on social media sites Facebook, Twitter and YouTube using the links on our social media page.

Keep in-the-know about all things Deakin, including upcoming events and general information, and have your questions answered.

We also have an iTunesU channel, where you can learn about our research activities, teaching and learning initiatives and view highlights of student work, training guides and videos of public lectures.

Visit www.deakin.edu.au/socialmedia to get connected with Deakin.



Postgraduate Information Nights

RACV Club, Melbourne

Tuesday 4 October 2011, 5–7 pm

Melbourne Burwood Campus

Tuesday 11 October 2011, 5–7 pm

Business and Law Postgraduate Showcase

Melbourne City Centre, 550 Bourke Street, Melbourne

Thursday 6 October 2011, 5.30 pm

Postgraduate Information Nights will also be held in February and May 2012. Please visit www.deakin.edu.au/postgrad or phone 1300 DEGREE (1300 334 733) closer to the time for specific dates and event details.

Important dates

2011

14 August

Open Day at Warrnambool Campus

21 August

Open Day at Geelong Waurm Ponds Campus

Open Day at Geelong Waterfront Campus

28 August

Open Day at Melbourne Burwood Campus

4 October

Postgraduate Information Night, 5–7 pm

RACV Club, Melbourne

To register visit www.deakin.edu.au/pgevents.

6 October

Business and Law Postgraduate Showcase, 5.30 pm

Deakin University Melbourne City Centre

550 Bourke Street Melbourne

11 October

Postgraduate Information Night, 5–7 pm

Melbourne Burwood Campus

To register visit www.deakin.edu.au/pgevents.

31 October

Closing date for applications for research scholarships – Australian and New Zealand citizens and Australian permanent residents.

14 November

Trimester 3 begins

Application closing dates

Trimester 3, 2011

30 October 2011

Off campus

Trimester 1, 2012

19 February 2012

Off campus

6 November 2011

On campus

26 February 2012

On campus

Note: Research degree applications can be made at any time. Some postgraduate courses have alternative application requirements and closing dates. For more information, please visit www.deakin.edu.au/apply.

2012

Trimester 1

Teaching period 5 March–1 June

Easter holiday/intra-trimester break 6–15 April

Examination period 7–15 June

Trimester break 18 June–6 July

Trimester 2

Teaching period 9 July–5 October

Intra-trimester break 24–30 September

Examination period 11–19 October

Trimester break 22 October–9 November

Trimester 3

Teaching period 12 November–15 February 2013

Intra-trimester break 24 December–2 January 2013

Examination period 21 February–1 March 2013

Trimester break 4–8 March 2013

For details, please visit www.deakin.edu.au/future-students.



More information

1300 DEGREE (1300 334 733) | www.deakin.edu.au | enquire@deakin.edu.au

2011 DEAKIN UNIVERSITY POSTGRADUATE INFORMATION NIGHTS

RACV CLUB, MELBOURNE

Tuesday 4 October 2011

5.00–7.00 pm

Level 2, 501 Bourke Street
Melbourne VIC 3000

BUSINESS AND LAW

POSTGRADUATE SHOWCASE

Thursday 6 October 2011

5.30 pm

Deakin University
Melbourne City Centre
550 Bourke Street
Melbourne VIC 3000

MELBOURNE BURWOOD CAMPUS

Tuesday 11 October 2011

5.00–7.00 pm

Building LB, 70 Elgar Road
Burwood VIC 3125

