

**FACULTY OF BUSINESS  
AND LAW  
HANDBOOK  
2013**

# **DISCLAIMER**

The information contained in Victoria University's 2013 Faculty of Business and Law was current at 03 September 2012

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

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

# **IMPORTANT INFORMATION**

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

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

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# HOW TO USE THIS HANDBOOK

Victoria University's 2013 Faculty of Business and Law Handbook is designed to provide students with detailed information on course structures and unit details for undergraduate and postgraduate courses offered by the faculty in 2013.

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

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

## PLEASE NOTE

This handbook provides a guide to courses available within Victoria University's Faculty of Business and Law in 2013.

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

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

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

## OTHER INFORMATION

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

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MASTER OF BUSINESS (FINANCE)/MASTER OF BUSINESS ADMINISTRATION BMIX

MASTER OF ACCOUNTING / MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS) BMUX

DOCTOR OF PHILOSOPHY (ACCOUNTING AND FINANCE) BPAA

MASTER OF BUSINESS [BY RESEARCH] BRAA

GRADUATE CERTIFICATE IN ACCOUNTING BTAA

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SPECIALISATIONS

UNITS

## SCHOOL OF INTERNATIONAL BUSINESS

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BACHELOR OF BUSINESS (CULINARY MANAGEMENT) BBCU

BACHELOR OF BUSINESS (EVENT MANAGEMENT) BBEV

BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT) BBHM

BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS) BBIB

BACHELOR OF BUSINESS (INTERNATIONAL HOSPITALITY MANAGEMENT) BBIH

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BACHELOR OF BUSINESS (TOURISM MANAGEMENT) BBTM

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MASTER OF BUSINESS (HOSPITALITY MANAGEMENT) BMAM

MASTER OF BUSINESS (MARKETING) BMBK

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SPECIALISATIONS

UNITS

**SCHOOL OF MANAGEMENT AND INFORMATION SYSTEMS**

ASSOCIATE DEGREE IN ENTERPRISE SKILLS	BADA
ASSOCIATE DEGREE IN LOGISTICS	BADL
BACHELOR OF BUSINESS (MANAGEMENT)	BBBM
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BACHELOR OF BUSINESS (INFORMATION SYSTEMS)	BBIS
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BACHELOR OF BUSINESS (SMALL BUSINESS AND ENTREPRENEURSHIP)	BBSB
GRADUATE DIPLOMA IN ENTERPRISE RESOURCE PLANNING SYSTEMS	BGER
MASTER OF BUSINESS (INDUSTRIAL RELATIONS/HUMAN RESOURCE MANAGEMENT)	BMAI
MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)	BMER
MASTER OF BUSINESS (INFORMATION SYSTEMS AND ENTERPRISE RESOURCE PLANNING SYSTEMS)	BMIE
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DOCTOR OF PHILOSOPHY	BPCC
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DOCTOR OF BUSINESS ADMINISTRATION	BPPB
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SPECIALISATIONS

UNITS

**VICTORIA LAW SCHOOL**

BACHELOR OF LAWS/BACHELOR OF BUSINESS	BBLL
GRADUATE DIPLOMA IN IMMIGRATION LAW	BGAL
GRADUATE DIPLOMA IN NOTARIAL PRACTICE	BGCN
GRADUATE DIPLOMA IN COMMERCIAL ARBITRATION	BGLC
BACHELOR OF LAWS/BACHELOR OF ARTS	BLAA
BACHELOR OF LAWS	BLAW
BACHELOR OF LAWS/BACHELOR OF BUSINESS (ACCOUNTING)	BLBA
BACHELOR OF LAWS/BACHELOR OF BUSINESS (APPLIED ECONOMICS)	BLBE
BACHELOR OF LAWS/BACHELOR OF BUSINESS (BANKING AND FINANCE)	BLBF
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BACHELOR OF LAWS/BACHELOR OF BUSINESS (MARKETING)	BLBK
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BACHELOR OF LAWS/BACHELOR OF BUSINESS (TOURISM MANAGEMENT)	BLBT
BACHELOR OF LAWS/BACHELOR OF BUSINESS (MUSIC INDUSTRY)	BLBU
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BACHELOR OF LEGAL PRACTICE MANAGEMENT	BLLP
MASTER OF LAWS (BY RESEARCH)	BMLT
DOCTOR OF PHILOSOPHY (LAW)	BPLL
GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE	BTAL
GRADUATE CERTIFICATE IN INSURANCE LAW AND PRACTICE	BTIP
UNITS	

# FACULTY DELIVERED

## - BL

Below are details of courses offered by the Faculty Delivered - BL in 2013.

This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

### DIPLOMA OF ENTERPRISE

**Course Code:**BADE

**Campus:**Werribee, Footscray Nicholson, Industry, City King St, Melton, Footscray Park, St Albans.

This course is for Continuing students only.

**About this course:**This course is offered to students with a pathway to higher education courses, specifically the Bachelor of Business at Victoria University.

**Course Objectives:**The Diploma of Enterprise aims to develop a broad range of business knowledge and skills in the areas of management and marketing, accounting, communications, and computer applications in the business environment. This course will enable students to prepare successfully and obtain entry in the second year of a relevant Bachelor degree of chosen specialist areas. Key features of the Diploma of Enterprise include practical and work based projects of common business fundamentals and collaborative learning.

**Careers:**This course is designed to provide a pathway to higher level studies, students who exit with the Diploma of Enterprise will have acquired a range of vocational skills relevant to working in the business sector.

**Course Duration:**1 year

**Admission Requirements Year 12:**Students must have successfully completed VCE (or equivalent) or possess relevant industry experience.

#### COURSE STRUCTURE

Students must successfully complete the following 8 units of study:

BWD1001	ACCOUNTING	12
BWD1002	BUSINESS LAW PRINCIPLES	12
BWD1003	BUSINESS MATHEMATICS AND STATISTICS	12
BWD1004	ECONOMICS	12
BWD1005	INFORMATION SYSTEMS	12
BWD1006	MARKETING	12
BWD1007	MANAGEMENT	12
BWD1008	BUSINESS COMMUNICATIONS	12

### BACHELOR OF BUSINESS

**Course Code:**BBBB

**Campus:**City Flinders.

**About this course:**This first year of the Bachelor of Business provides students with the opportunity to try various studies before deciding which business course to choose.

**Course Objectives:**The aim of the course is to provide students with a basic grounding in the principles and practice relevant to business in today's corporate world. It is anticipated that students will transfer into a prescribed business degree program thus deepening knowledge in particular areas and developing a specialist skill base.

**Careers:**The course prepares graduates to gain employment in the competitive business world.

**Course Duration:**1 year

**Admission Requirements Year 12:**To qualify for admission into the Bachelor of Business, applicants must have successfully completed a course of study at Year 12 or equivalent. Year 12 Prerequisites: Units 3 and 4 - a study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: ATAR and two-stage process with a middle-band of approximately 20%. Middle-band: consideration is given to performance in the full range of Year 12 studies undertaken.

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

#### COURSE STRUCTURE

The course is offered over three years on a full-time basis or part-time equivalent. Students must complete all seven core business units of study and Professional Development 1 in order to transfer into a specialisation. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BE01105	ECONOMIC PRINCIPLES	12
BE01106	BUSINESS STATISTICS	12
BH01171	INTRODUCTION TO MARKETING	12
BL01105	BUSINESS LAW	12
BM01102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

plus seven Specialisation and seven Elective units of study approved by the Course Co-ordinator and taken from other Bachelor of Business courses offered by the University.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12	<ul style="list-style-type: none"> <li>communicate effectively in spoken and written form on a range of business topics to professional, industry and community groups</li> </ul>
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12	<ul style="list-style-type: none"> <li>apply an evidence-based research approach to business problems</li> <li>respond with social and cultural awareness within local and global environments</li> </ul>
BFP3001	PROFESSIONAL DEVELOPMENT 3	12	<ul style="list-style-type: none"> <li>work autonomously and collaboratively as a professional in both industry and community settings</li> </ul>

## BACHELOR OF BUSINESS

**Course Code:**BBUS

**Campus:**Footscray Park, City Flinders, Off-shore.

**About this course:**We understand that you need to determine your own path in life, create your own business degree leading to your own individual career. The Bachelor of Business offers you the flexibility and the professional development you need to do this. The Bachelor of Business is a three year course comprising a core of mandatory units of study, a selected specialisation and either an additional specialisation, electives or a combination of an area of study with electives in order to provide a more personalised learning experience. The Bachelor of Business offers specialisations in twenty disciplines as listed below:

- Accounting
- Banking and Finance
- Computer Systems Management
- Culinary Management (in affiliation with Le Cordon Bleu International for international students only)
- Event Management
- Financial Planning (for domestic and international onshore students only)
- Financial Risk Management (for international offshore students only)
- Hospitality Management
- Human Resource Management
- Information Systems
- International Business
- International Hospitality Management
- International Trade
- Management
- Marketing
- Music Industry
- Retail Commerce
- Small Business and Entrepreneurship
- Supply Chain and Logistics Management
- Tourism Management

**Course Objectives:**The Bachelor of Business enables students to experience a range of educational processes and curricula that will equip graduates for entry into a constantly changing local and global workforce requiring intellectual, analytical, organisational, personal and interpersonal skills. Graduates from this course are provided with the opportunity to:

- locate, manage and use business information efficiently and effectively
- solve business problems effectively in a range of settings including industry and community
- exhibit high levels of numeracy skills in a range of business settings

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission into the Bachelor of Business, applicants must have successfully completed a course of study at Year 12 or equivalent. Year 12 Prerequisites: Units 3 and 4 - a study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: ATAR and two-stage process with a middle-band of approximately 20%. Middle-band: consideration is given to performance in the full range of Year 12 studies undertaken.

**Admission Requirements International:**Applicants must provide evidence of proficiency in the English language: International English Language Testing System (IELTS) result with an overall score of 6.0 and no individual band score less than 6.0. Applicants must also have completed a secondary school qualification equivalent to Australia's Year 12.

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

### COURSE STRUCTURE

The Bachelor of Business is a three year course on a full time basis. Students will be required to complete 7 core, 3 professional development, 7 specialisation and a further 7 units of study which can be undertaken as a second specialisation or combination of units from specialisation both within and outside the Faculty of Business and Law. The exception to this is the International Hospitality Management specialisation. Students who choose to study the International Hospitality Management specialisation must also complete the specialisation units for the Hospitality specialisation. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 points through academic study to graduate.

#### Core Units of Study

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

BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
Professional Development Units of Study		
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

PLUS Specialisation One - seven units of study

Students will be required to choose a specialisation to study from the list of specialisations below

PLUS either:

Seven elective units of study

OR

Specialisation Two - seven units of study

OR

The combination of an Area of Study\* chosen from business, legal studies, arts, science, health or engineering with electives totalling seven units of study

\* An Area of Study is defined as five units of study approved by the course coordinator selected from a specialisation.

BSPACC	ACCOUNTING
BSPBAF	BANKING AND FINANCE
BSPCSM	COMPUTER SYSTEMS MANAGEMENT
BSPCUL	CULINARY MANAGEMENT
BSPEVM	EVENT MANAGEMENT
BSPFIP	FINANCIAL PLANNING
BSPFRM	FINANCIAL RISK MANAGEMENT
BSPHOS	HOSPITALITY MANAGEMENT
BSPHRM	HUMAN RESOURCE MANAGEMENT
BSPISY	INFORMATION SYSTEMS
BSPIBU	INTERNATIONAL BUSINESS
BSPIHM	INTERNATIONAL HOSPITALITY MANAGEMENT
BSPITR	INTERNATIONAL TRADE

BSPMAN	MANAGEMENT
BSPMAR	MARKETING
BSPMUI	MUSIC INDUSTRY
BSPREC	RETAIL COMMERCE
BSPSBE	SMALL BUSINESS AND ENTREPRENEURSHIP
BSPSCM	SUPPLY CHAIN AND LOGISTICS MANAGEMENT
BSPTOM	TOURISM MANAGEMENT

## BACHELOR OF BUSINESS (HONOURS)

**Course Code:**BHBB

**Campus:**City Flinders.

**About this course:**The Bachelor of Business (Honours) Degree offers students the opportunity to develop academic research skills and knowledge while advancing their disciplinary knowledge within a collegial, cross-disciplinary environment with students across the Faculty of Business and Law. Completion of the course at a sufficient standard of achievement will provide an important pathway into higher degrees by research such as doctorates and masters by research. It will also provide a distinctive badge of high achievement to present to prospective employers.

**Course Objectives:**The primary objectives of the course are to:

- provide students with an opportunity to enhance their research ability and permits further studies and specialisation in their discipline;
- provide students a clear pathway to higher degrees by research within the faculty, for example PhDs and DBA;
- provide students with well developed research and writing skills;
- build on and extend the knowledge developed in the Bachelor of Business or relevant undergraduate programs; and
- to improve students success and entry into the graduate employment market as honours graduates with a recognised higher qualification.

**Careers:**A range of excellent career outcomes are provided by this course including the capacity to demonstrate high order academic and research skills to prospective employers in a range of professions including management, information systems, accounting, logistics and transport, finance, international trade and banking and finance.

**Course Duration:**1 year

**Admission Requirements Other:**Admission to the Bachelor of Business (Honours) requires a minimum credit average across second and third year level units of study offered by the Faculty of Business and Law at Victoria University.

### COURSE STRUCTURE

The course consists of two compulsory (core) research units - BBB4001 Business Research Methods and BBB4002 Contemporary Business Research, 2 elective units (chosen by the individual student subject to the final approval of the course coordinator) and a research thesis unit - BBB4003 Honours Research Thesis. Students must complete 96 credit points through academic study in order to



graduate. All units of study carry a value of 12 credit points with the exception of BBB4003 Honours Research Thesis which carries a total of 48 credit points.

study.

#### Core Units of Study

BBB4001	BUSINESS RESEARCH METHODS	12
BBB4002	CONTEMPORARY BUSINESS RESEARCH	12

#### Elective Units of Study

Students will be required to undertake two masters level electives, subject to the approval of the Course Co-ordinator, that are relevant to their field of research.

#### Honours Research Thesis

BBB4003	HONOURS RESEARCH THESIS	48
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\*\* Under the direction of a research supervisor, students are required to complete a research thesis of 12,000-15,000 words based on a proposal developed in BBB4001 Business Research Methods.

### GRADUATE CERTIFICATE IN BUSINESS

**Course Code:**BTFB

**Campus:**City Flinders, Off-shore, Sunway University, Kuala Lumpur..

**About this course:**The course is both an entry point and exit award to the MBA and Master of Business programmes.

**Course Objectives:**The course aims to provide a range of business and managerial skills that are applicable to various industry and professional environments.

**Careers:**The course will increase graduate employment opportunities within a range of business specialisations including Business Administration, Accounting, Finance, Financial Risk Management, International Trade, Hospitality Management, Tourism Management, Event Management, Marketing, Management, Industrial Relations/Human Resource Management, Workplace Dispute Resolution, Health Industry Management, Global Logistics and Transport, and Enterprise Resource Planning Systems. Graduates of this course are offered the opportunity to articulate into a range of postgraduate and masters programs within the Faculty

**Course Duration:**0.5 years

**Admission Requirements Year 12:**Completion of appropriate undergraduate studies; or, in the absence of such, appropriate work experience to demonstrate ability to undertake postgraduate studies.

**Admission Requirements International:**International applicants must have a minimum proficiency in the English language as demonstrated by the International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

Successful completion of any four approved postgraduate units of study in the Faculty of Business and Law.

The Graduate Certificate in Business consists of four approved postgraduate units of

# UNITS

## BBB3001 CO-OPERATIVE EDUCATION 1

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

**Prerequisites:** Nil.

**Description:** In this unit of study students will reflect on their full-time professional work experience of 5 months, and: Explore their workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Explore key processes such as employment legislation and industrial relations, reporting accountabilities and performance appraisals; identify the key generic skills required by their employer/industry, and their relationship to Victoria University's Graduate Capabilities; Reflect on the integration of their academic and workplace learning.

**Credit Points:** 12

**Learning Outcomes:** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in-depth understanding of the skills and abilities critical for success within their industry sector/profession.

**Class Contact:** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Situation Analysis Report, 20%; Reflective E-journals, 40%; Self-Appraisal Report, 40%.

## BBB3002 CO-OPERATIVE EDUCATION 2

**Locations:** Werribee, Footscray Park.

**Prerequisites:** Nil.

**Description:** In this unit of study students will reflect on their full-time professional work experience of a further 5 months and continue to: Critically evaluate their own technical and generic skills against those required by their employer/profession; Identify areas of personal and professional skills development and develop appropriate strategies to address the skills gaps identified; Gather evidence of their experiences and skills development for integration into a career portfolio; Identify the benefits of developing networks and professional contacts within their industry sector; Reflect on the integration of their academic and workplace learning.

**Credit Points:** 12

**Learning Outcomes:** Students will acquire a greater understanding of their future career and study plans and will significantly enhance their prospects of achieving successful graduate employment outcomes.

**Class Contact:** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake workplace-based activities of a minimum of 5 months full time approved discipline related industry experience, evidenced by documentation from the employer; Reflective E-journal, 40%; Career Plan Report, 20%; Employment Related Report, 40%.

## BBB3100 BUSINESS INTEGRATED LEARNING

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

**Prerequisites:** Nil.

**Description:** Students will reflect on one or more approved Learning in the Workplace activities totalling 150 industry contact hours as the basis for their studies in this unit. These activities may be either short-term workplace assignments, projects, internships or "practicums", part-time or casual employment or voluntary work in a course-relevant industry sector. During their studies, students will: Explore their workplace context by examining a typical organisational structure and identifying their individual role/s as an active member within the organisation as well as that organisations position within the respective profession and/or industry; Develop an understanding of the broad issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications; Critically evaluate their own technical and generic skills against those required by their host organisation/s; Gather evidence of their experiences and skills development for integration into a career portfolio; Reflect on the integration of their academic and workplace learning.

**Credit Points:** 12

**Learning Outcomes:** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within their industry sector/profession.

**Class Contact:** This unit of study will be delivered online, supported by site visits by Work Integrated Learning Co-ordinators. Unit of study equal to 12 credit points.

**Required Reading:** A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake a minimum of 150 hours of approved industry experience, accompanied by evidence from the employer/host organisation: Report, Situational Analysis Report, 20%. Journal, Reflective E-Journals, 40%. Report, Career Plan Report, 20%. Other, Self Appraisal, 20%.

## BBB3200 PROFESSIONAL LEGAL PRACTICE

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

**Prerequisites:** Nil.

**Description:** In this unit of study students will: explore their legal workplace context by examining the organisational structure and identifying and defining their individual role as active and accountable employees within the organisation as well as that organisations position within the field of law; develop an understanding of the key issues relating to the transition to the professional legal workplace, including workplace culture, professional etiquette and communications; critically evaluate their own technical and generic skills against those required by their employer/ legal profession; gather evidence of their experiences and skills development for integration into a career portfolio reflect on the integration of their academic and legal workplace learning.

**Credit Points:** 12

**Learning Outcomes:** Students will acquire an increased understanding of the modern workplace and workplace practices and an appreciation and in depth understanding of the skills and abilities critical for success within the legal profession.

**Class Contact:** No Contact Information. Unit of study equal to 12 credit points.

**Required Reading:** Dinelli, A., Kyrou, E. & Lewis, G., 2004, Handy Hints on Legal Practice, 3rd Edition, Lawbook Co, Sydney. A compendium of readings available online via WebCT.

**Assessment:** Students are required to undertake a minimum of 350 hours of approved industry experience within the field of law, accompanied by evidence from the employer/host organisation. Situational Analysis Report and Career Plan, 20%; Reflective E-journals, 40%; Self Appraisal Report, 40%.

## BBB4001 BUSINESS RESEARCH METHODS

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

**Prerequisites:** Nil.

**Description:**The purpose of the unit of study is to provide students with a firm foundation from which they can undertake a research problem. For the duration of the semester guidance will be given to students for the identification of a research problem. Instruction will be provided which will enable students to perform effective literature reviews. Students will be presented with various models of methodology and assist with designing an appropriate method for their research. Students will be trained in the analysis and presentation of results, exposition of processes and methods used and conclusions drawn. Guidelines outlining the preparation and writing of a research thesis will be provided at the conclusion of semester.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify fundamental research constructions and be able to appraise and apply research terminology appropriately;
- Distinguish and justify research methodologies relevant to social and business research;
- Appraise the research process, identify problems and develop a conceptual framework for research;
- Construct critical reviews of research output;
- Assess the applicability and limitations of experimental, survey and case study research;
- Compose and critically evaluate research proposals and plan the research process.

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

**Required Reading:**A current reading list will be provided at the commencement of the unit.

**Assessment:**Assignment, Assignment, 50%. Other, Proposal, 50%.

## BBB4002 CONTEMPORARY BUSINESS RESEARCH

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study introduces students to concepts and procedures associated with sources of knowledge. In particular, it considers empiricism, which attempts to describe, explain and make predictions based on observations of the real world. It will deal with the collection of valid and appropriate data relevant to specific research questions, and will explore, at an advanced level, a range of qualitative and quantitative methodologies.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify and explain the link between research paradigms and conceptual issues in research;
- Critique scholarly articles and highlight the characteristics of an effective literature review;
- Isolate a research problem and initiate and develop appropriate research questions to resolve it;
- Characterise the range of research methods available to the business researcher;
- Assemble and present an appropriate rationale for the use of a particular research method; and

- Design a research project and propose an appropriate research framework to support it.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**A current reading list will be provided at the commencement of the unit.

**Assessment:**Presentation, Individual research projects and presentations, 50%. Examination, Examination, 50%.

## BBB4003 HONOURS RESEARCH THESIS

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

**Prerequisites:**Nil.

**Description:**Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BBB4001 Business Research Methods. Students are also required to present one one-hour seminar on their research work as part of the assessment.

**Credit Points:**48

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Assemble, appraise and apply information in way appropriate to the conduction of an honours degree level research project;
- Organise skill sets needed to present a formal written thesis; and
- Demonstrate a reasoned understanding of the depth and breadth of knowledge and skills associated with a particular research area.

**Class Contact:**The research process will be monitored by regular meetings with the supervisor in light of the agreed-upon project proposal.

**Required Reading:**The student's selection and preparation of a detailed literature review of books/articles is an integral component of the honours year. This will inform the direction of the applied research project, to be undertaken in the workplace or community, in their discipline area.

**Assessment:**Thesis, Written Thesis, 85%. Presentation, Seminar Presentation, 15%.

## BFP1001 PROFESSIONAL DEVELOPMENT 1

**Locations:**Werribee, Footscray Park, City Flinders, AABC-Liaoning-China, CUFU-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit is the first of three units that focus on the professional development of students by covering three broad areas of business knowledge, personal attributes and professional skills. In this first unit of study (Professional Development 1) students will be provided with an introduction to the underpinning concepts of business and the related environment. It will examine both the internal and external elements of a business to understand the context within which it operates. The emerging political, social, economic, technological and ethical issues impacting on business will be identified and investigated. Students will explore the personal and professional attributes necessary to engage with the business environment. In this context students will develop and refine skills that will support activities in other units of study.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to:

- appreciate the social, cultural, political, economic & legal dimensions of the business environment;
- understand comparative business structures;
- explore personal and interpersonal emotional intelligence;
- identify aspects of social and cultural diversity;
- identify personal skills, interests and motivations;
- distinguish between different types of knowledge;
- use a variety of information gathering & analysis methods;
- explore entrepreneurial business issues and
- understand the problems of imperfect information.

**Class Contact:**Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law

**Required Reading:**Ash, E & Quarry, P., Seven Dimensions, Video Training Systems Productions

**Assessment:**Project, Business Environment Project, 30%. Presentation, Oral Presentation, 10%. Exercise, Problem Working Activities, 40%. Report, Self Appraisal Report, 20%.

## BFP1100 PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING

**Locations:**Werribee, Footscray Park, City Flinders, Off-shore, Sunway KL, CUHK Hong Kong, Liaoning, China, Australian College of Kuwait, Sunway JB..

**Prerequisites:**Nil.

**Description:**Professional Development 1 will develop students' skills in critical thinking, problem solving and collaborative working necessary for professional and academic learning through group and teamwork, interactive class-based activities, team-based projects and a case study approach to business issues.

**Credit Points:**12

**Learning Outcomes:**On completion of the unit, students should be able to:

- Appreciate the social, cultural, political, economic & legal dimensions of the business environment;
- Identify aspects of social and cultural diversity;
- Identify personal skills, interests and motivations;
- Develop information & business literacy;
- Use a variety of information gathering & analysis methods;
- Contextualise information and problem definition;
- Define business problems within a problem solving framework;
- Apply problem-solving strategies to business issues, and,
- Understand the cognitive & dispositional dimension of critical thinking.

**Required Reading:**Fogler HS, LeBlanc S, (2008) 2nd Edition Strategies for Creative Problem Solving Prentice-Hall Ed., New Jersey

**Assessment:**Case Study, Business Environment Scenarios, 30%. Presentation, Oral Presentations, 20%. Exercise, Problem Working Activities, 20%. Report, Reflective Journal and Report, 10%. Test, Individual and Team Readiness Tests, 20%.

## BFP2001 PROFESSIONAL DEVELOPMENT 2

**Locations:**Werribee, Footscray Park, City Flinders, AABC - Liaoning,China; CUFE - China; BIC - Tianjin,China; Angell - Germany; CUHK - Hong Kong; KUB - Thailand; Sunway - Johor Bahru, Malaysia..

**Prerequisites:**BFP1001 - PROFESSIONAL DEVELOPMENT 1BFP1100 - PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVINGStudents must successfully complete EITHER BFP1001 OR BFP1100 to undertake this unit of study.

**Description:**Professional Development 2, the second of three units that focus on the professional development of students, will enable students to further develop the knowledge and skills gained in the first Professional Development unit of study and other discipline-based units. Students will gather and evaluate business information in conditions of uncertainty, to help inform effective business decision making. Students will continue to develop teamwork skills and critically evaluate their own technical and generic skills, enabling them to identify strategies for career planning and life-long learning. Professional Development 2 will develop students' skills in critical thinking, problem solving and collaborative working necessary for professional and academic learning through group and teamwork, interactive class-based activities, team-based projects and a case study approach to business issues.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to:

- assess opportunities in a changing business environment;
- gather, collate and evaluate information to support business decision making;
- utilise information to formulate possible solutions to business problems;
- prepare and present a business case;
- develop and document a project plan;
- apply business and academic research skills;
- manage team dynamics and be an effective team member;
- understand the skills and attributes of a business professional;
- develop their own Pebblepad (webfolio) of personal skills and experience; and
- develop and present effective oral presentations.

**Class Contact:**Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

**Required Reading:**BFP2001 - Professional Development 2 weekly readings & resources available through blackboard/webCT Fogler, H.S. & LeBlanc, S.E. (2008) 2nd Edition Strategies for Creative Problem Solving Prentice Hall Pearson Education, Massachusetts, USA

**Assessment:**Portfolio, Pebblepad Webfolio, 20%. Assignment, Business Concept Proposal (Team), 20%. Presentation, Business Concept Proposal (Team Presentation), 10%. Project, Business Project Plan (Team), 30%. Presentation, Oral Project Updates (Team), 20%.

## BFP2100 PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY

**Locations:**Werribee, Footscray Park, City Flinders, AABC - Liaoning,China; CUFE - China; Angell - Germany; CUHK - Hong Kong; Sunway - Kuala Lumpur & Johor Bahru, Malaysia, Australian College of Kuwait, ECA Sydney.

**Prerequisites:**BFP1001 - PROFESSIONAL DEVELOPMENT 1BFP1100 - PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVINGStudents must successfully complete EITHER BFP1001 or BFP1100 to undertake this unit of study.

**Description:**Professional Development 2, the second of three units that focus on the professional development of students, will enable students to further develop the knowledge and skills gained in the first Professional Development unit of study and other discipline-based units. Students will gather and evaluate business information in

conditions of uncertainty, to help inform effective business decision making. Students will continue to develop teamwork skills and critically evaluate their own technical and generic skills, enabling them to identify strategies for career planning and life-long learning. Professional Development 2 will develop students' skills in critical thinking, problem solving and collaborative working necessary for professional and academic learning through group and teamwork, interactive class-based activities, team-based projects and a case study approach to business issues.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to:

- assess opportunities in a changing business environment;
- gather, collate and evaluate information to support business decision making;
- utilise information to formulate possible solutions to business problems;
- prepare and present a business case;
- develop and document a project plan;
- apply business and academic research skills;
- manage team dynamics and be an effective team member;
- understand the skills and attributes of a business professional;
- develop their own e-portfolio (webfolio) of personal skills and experience; and
- develop and present effective oral presentations.

**Class Contact:** Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

**Required Reading:** Students are expected to read the weekly readings and resources available through blackboard/webCT BFP2100 - Professional Development 2 before each seminar. Fogler, HS & LeBlanc, SE 2008 2nd edn Strategies for creative problem solving Pearson Education Inc, Upper Saddle River

**Assessment:** Portfolio, e-portfolio / webfolio (Individual), 20%. Assignment, Business Concept Proposal (Team), 20%. Presentation, Business Concept Proposal (Team Presentation), 10%. Project, Business Project Plan (Team), 30%. Presentation, Oral Project Updates (Team), 20%.

### BFP3001 PROFESSIONAL DEVELOPMENT 3

**Locations:** Werribee, Footscray Park, City Flinders, AACB-Liaoning-China, CUFE-China, BIC-Tianjin-China, Angell-Germany, CUHK-Hong Kong, Sunway-Malaysia, KUB-Tahiland, Sunway-Johor-Bahru-Malaysia, Australian College of Kuwait..

**Prerequisites:** BFP2001 - PROFESSIONAL DEVELOPMENT 2

**Description:** This unit is the third and the last of the units in the professional development stream covering three broad areas of business knowledge, personal attributes and professional skills. In this capstone unit of study, students will demonstrate their understanding of the business environment and the knowledge and skills required for professional practice, via the implementation of a business project to demonstrate professional practice and leadership. Projects may be located in the workplace, the community or on-site and may be supported by Alumni and Business Mentors as Project Managers. Students will critically evaluate their personal and professional skills and how these can be used to support business and personal decision making. In a workplace setting students will be able to examine issues of problem identification, planning and problem solving strategies. Students will be able to reflect on the transition from academic to workplace environments and assess their current and future career plans.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will: identify factors to create sustainable business in a changing environment; be able to participate in business decision making; develop a career plan within their own professional environment; be able to resolve conflicting and competing demands; engage in ethical practice; implement a business project Develop entrepreneurial activities; assess and select an action from multiple solutions and manage project execution.

**Class Contact:** Equivalent to 3 hours per week normally delivered as a seminar or a combination of lectures and workshops, or a delivery mode (including online) as approved by the Faculty of Business and Law.

**Required Reading:** Fogler, HS & LeBlanc, SE, 2008 2nd Ed Strategies for creative problem solving Pearson Education Inc, Upper Saddle River

**Assessment:** Project, Business Project, 25%. Project, (Team project) Project Exhibition, 25%. Review, Peer Review of Project Exhibition, 20%. Report, Future career and job ready report, 30%.

### BWD1001 ACCOUNTING

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit will provide the participant with the knowledge and skills to have a working understanding of the role and broad principles underlying planning and decision making within a business environment.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Identify and describe different types of business
- Prepare general purpose accounting reports from a list of account balances.
- Demonstrate the use of accounting information in the planning and control of business operations.
- Identify and evaluate relevant information required for short and long term decision making.
- Use problem solving techniques in making business decisions and effectively communicate the outcomes.

**Class Contact:** This unit will have 120 contact hours per semester.

**Required Reading:** School of Business and Hospitality (2008) Student Manual - Accounting Victoria University

**Assessment:** Other, Mid-Semester Test or Assignment, 40%. Examination, Examination, 60%.

### BWD1002 BUSINESS LAW PRINCIPLES

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** The unit involves identifying and complying with business legal and administrative requirements suitable for the businesses environment. It will provide students with an understanding of how to apply common law and statute law relating to business and to develop research and legal writing skills in English.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students will be able to:

- Distinguish between the various sources of Australian Law, the relationship between them and their applications.
- Examine the legal framework in which business operates, including the relevance of tortious liabilities in managing the business environment.
- Analyse the impact of contract and consumer law on the operation of a business.
- Identify and determine the rights and responsibilities of employers and employees, their reciprocal nature, and the importance of co-operation in the workplace.
- Compare the different types of entities under which a business may be formed and operated.

**Class Contact:** This unit will have 90 contact hours per semester.

**Required Reading:** Barron, M. L (2006) 5th Edition Fundamentals of Business Law McGraw-Hill Australia Pty Limited, North Ryde, NSW Graw, S. (2005) 5th Edition An Introduction to the Law of Contract Law Book Company, Thomson Legal & Regulatory Latimer, P. (2006) 25th Edition Australian Business Law Sydney CCH Australia Limited

**Assessment:** Assignment, Initial assignment, 10%. Assignment, 2 other assignments, 40%. Examination, Final examination, 50%.

### BWD1003 BUSINESS MATHEMATICS AND STATISTICS

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit covers the mathematical and statistical techniques necessary to describe and analyse data for the purpose of forecasting and management decision making in English. The unit will cover applications of mathematics and statistics. The mathematics component consists of algebra and its applications to business related problems, and break-even analysis. The statistics component consists of both descriptive and inferential statistics. It includes the collection, presentation and analysis of data, probability, forecasting and hypothesis testing.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Perform basic mathematical computations mainly percentage applications in business related problems including financial applications and depreciation.
- Conduct break even analysis using both graphical and algebraic approaches.
- Collect, summarise and present data, orally and in written English, including summary statistics and solve probability problems.
- Carry out statistical analysis of data and describe the process.
- Formulate and test a hypothesis and describe the outcomes.

**Class Contact:** This unit will have 90 contact hours per semester.

**Required Reading:** Berenson, Levine, Krehbiel, Watson, Jayne and Turner (2007) Australasian and Pacific Edition Basic Business Statistics - Concepts and Applications Croucher, J.S. (2002) 4th Edition Introductory Mathematics and Statistics for Business McGraw-Hill Australia, Sydney

**Assessment:** Test, Test on learning outcomes 1 and 2, 10%. Test, Test on learning outcome 3, 10%. Assignment, Assignment on aspects of all outcomes, 20%. Examination, Final examination on all outcomes, 60%.

### BWD1004 ECONOMICS

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit of study introduces students to the basic principles of economics in terms of the micro and macro environments within which business operates. Students will be introduced to the basic economic tools used to assist in business decision making, to understand the micro and macro environment within which business operates as well as an understanding of domestic and international factors which affect business decision making in a globalised world.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Describe the meaning, significance and development of economics in terms of analysing the economic environment in which businesses operate.
- Examine the basic micro economic principles and analyse their effect on business within the economic environment in which businesses operate.
- Analyse key macroeconomic issues such as inflation, unemployment, external relations within the economic environment in which businesses operate.
- Examine government macro and micro economic policies and assess their impact on the economic environment in which business operates.

**Class Contact:** This unit will have 90 contact hours per semester.

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

**Assessment:** Assignment, Assignment consisting of applied problem solving exercises, 20%. Case Study, Case study based report (Integrated research report of up to 2000 words. This can be individual or group based), 20%. Examination, Final examination, 60%.

### BWD1005 INFORMATION SYSTEMS

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit is focused on the role and application of information systems operating in business and reviews the range of different types of organisational information systems. Work will be carried out using complex and diverse methods and procedures where considerable discretion and judgement are required solving a range of problems and making strategic decision. This unit will cover Manage the identification, acquisition, development, analysis and use of appropriate information systems. Hardware and software technology integral to business information systems.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Evaluate the role, application and range of information systems ethically operating in a business.
- Demonstrate knowledge of information system development life cycle and explain how quality improvements are achieved and effectively communicated to user groups.

- Demonstrate skills and knowledge to use and, manage computer hardware and software required to develop and support information systems and decision making.
- Prepare a draft proposal to secure resources by clearly presented submissions describing realistic options, benefits, calculated costs and outcomes to reflect the organisations requirements and suppliers products and services.

**Class Contact:** A total of 90 hours per semester with 6 hours per week comprising of: 4 Hours per week in a lecture theatre environment 2 hours per week in a computer laboratory for technology practicum

**Required Reading:** Jackson, C (2003) Participant's Workbook Manage Workplace Information Systems Watsonia Teaching & Learning Materials

**Assessment:** Assignment, An integrated assignment addressing each of the learning outcomes, 40%. Examination, Final examination, 60%.

## BWD1006 MARKETING

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit of study provides the fundamental competencies (knowledge, skills and values) for students planning a career in management. This unit will cover: Knowledge of organisation design, structure and the nature of management. Individual and group behaviour in the context of ethical and diverse organisations and their internal and external environments. Social responsibility and ethics in management. Managing organisations through change and conflict. Leadership, change management and innovation.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Demonstrate knowledge and application of the principles underlying the development and implementation of marketing strategies.
- Analyse markets and marketing problems and develop appropriate strategies to provide solutions.
- Outline the challenges confronting marketers in the global environment and develop marketing strategies that can be implemented to confront these challenges.

**Class Contact:** This unit will have 90 contact hours per semester.

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

**Assessment:** Test, Individual diagnostic test, 10%. Case Study, Individual Case Study Part 1 - The Marketing Mix, 15%. Case Study, Group Case Study Part Two: The Marketing Mix Adjusted, 25%. Examination, Final examination, 50%.

## BWD1007 MANAGEMENT

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit of study provides the fundamental competencies (knowledge, skills and values) for students planning a career in management. This unit will cover: Knowledge of organisation design, structure and the nature of management. Individual and group behaviour in the context of ethical and diverse organisations and their internal and external environments. Social responsibility and ethics in

management. Managing organisations through change and conflict. Leadership, change management and innovation.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Demonstrate knowledge of management theories and the nature of management and evaluate the operational environments, the social and ethical responsibilities, and the international considerations.
- Describe the nature of effective decision making, goal setting and planning strategies employed by managers.
- Differentiate between the types of organization structures and explain the criteria for the selection and application of groups and teams to satisfy operational requirements.
- Differentiate between various motivational and leadership theories and explain the benefits derived by organizations.
- Describe the nature of management control and the process for achieving effective change in organizations.

**Class Contact:** This unit will have 90 contact hours per semester.

**Required Reading:** Bartol, K., Martin, D., Tein, M., Matthews, G., Ritson, P. and Scott-Ladd, B (2005) 1st Edition Management Foundations, A Pacific Rim Focus McGraw-Hill, NSW Summers, Jane and Smith, B (2006) Revised Edition Communications Skills Handbook Wiley, Brisbane

**Assessment:** Assignment, Multi-part assignment, 15%. Assignment, Multi-part assignment, 25%. Examination, Final examination, 60%.

## BWD1008 BUSINESS COMMUNICATIONS

**Locations:** Footscray Nicholson, Werribee, City King St, Industry, Melton, Footscray Park, St Albans.

**Prerequisites:** Nil.

**Description:** This unit will provide the participant with an understanding of the underpinning concepts of business and the related environment. The unit will focus on the principles of effective business communication, including the knowledge and skills to develop and integrate written and oral communication skills. The unit will cover: Work and business environments Intra and inter-organisational communication principles (to establish and maintain effective workplace relationships) Business research (data & information collection, analysis and organisation techniques) Plan, draft and produce workplace communication devices Planning and production of reports Planning and production of workplace business documents Planning and production of business presentations Principles of negotiation skills for business The emerging political, social, economic, technological and ethical issues impacting on businesses will be identified and investigated through a series of readings and experiential activities. Students will explore the personal and professional attributes necessary to engage within the business environment.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should demonstrate knowledge and skills to:

- Investigate work and business environments in relation to the social, cultural, political and economic dimensions of the business environment.

- Describe the processes and role of intra and inter-organisational communication to establish and maintain effective workplace relationships.
- Use business research processes of data & information collection and analysis and organisation techniques.
- Plan, draft and produce workplace communication devices.
- Apply the principles of negotiation to plan and reach an agreed outcome relevant to a specified audience, purpose and context.

**Class Contact:** This unit will have 120 contact hours per semester.

**Required Reading:** Mohan, T, McGregor, H Saunders, S & Arcee (2004) 2nd Edition Communicating as Professionals Thompson Education

**Assessment:** Project, Business Environment Project, 30%. Presentation, Oral Presentation (on Business Environment Project), 10%. Other, Problem Working Activities - Writing Folio, 40%. Report, Self Appraisal Report (personal inventory and goal setting for the future (1,000 words), 20%.



# SCHOOL OF ACCOUNTING AND FINANCE

Below are details of courses offered by the School of Accounting and Finance in 2013.

This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

## BACHELOR OF BUSINESS (ACCOUNTING)

**Course Code:**BBAA

**Campus:**Werribee, Footscray Park, Off-shore, Liaoning, China; Sunway Johor Bahru, Malaysia; Education Centre of Australia (ECA), Sydney..

This course is for Continuing students only.

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

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

**Careers:**The course prepares graduates to gain employment as accountants, book-keepers and other positions in the accounting industry.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \*

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

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

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

## COURSE STRUCTURE

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

### Core Units of Study

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

### Specialisation Units of Study - Accounting

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
BAO2202	FINANCIAL ACCOUNTING	12
BAO2204	MANAGEMENT ACCOUNTING	12
BLO2205	CORPORATE LAW	12
BAO2203	CORPORATE ACCOUNTING	12
BAO3307	CORPORATE FINANCE	12
BAO3309	ADVANCED FINANCIAL ACCOUNTING	12

### Elective Units of Study

Seven approved electives

### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF BUSINESS (BANKING AND FINANCE)

**Course Code:**BBAB

**Campus:**City Flinders, Off-shore, Sunway University College, Kuala Lumpur.

This course is for Continuing students only.

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

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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

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

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

### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Core Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BE01105	ECONOMIC PRINCIPLES	12
BE01106	BUSINESS STATISTICS	12
BH01171	INTRODUCTION TO MARKETING	12
BL01105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

Specialisation Units of Study - Banking and Finance

BA01107	ACCOUNTING INFORMATION SYSTEMS	12
BA03402	INTERNATIONAL BANKING AND FINANCE	12
BA03403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BA03404	CREDIT AND LENDING DECISIONS	12
BE03446	FINANCIAL INSTITUTIONS AND MONETARY THEORY	12
BE03447	COMMERCIAL BANKING AND FINANCE	12
BL03405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12

Electives

Seven approved electives.

Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

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

**Course Code:**BBBA

**Campus:**Footscray Park, Off-shore, Sunway University College, Kuala Lumpur; Sunway College Johor Bahru, Johor Bahru.

This course is for Continuing students only.

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

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\*

Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

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

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

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

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study for a combined degree is comprised of 7 Core, 6 Specialisation One, 6 Specialisation Two, 1 Common Specialisation, 3 Professional Development and 1 Elective units of study.

#### Core Units of Study

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

#### Specialisation Units of Study - Accounting

BAO2202	FINANCIAL ACCOUNTING	12
BAO2203	CORPORATE ACCOUNTING	12
BAO2204	MANAGEMENT ACCOUNTING	12
BAO3309	ADVANCED FINANCIAL ACCOUNTING	12
BAO3307	CORPORATE FINANCE	12
BLO2205	CORPORATE LAW	12

#### Common Specialisation Unit - Accounting, and Banking and Finance

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
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#### Specialisation Units of Study - Banking and Finance

BAO3402	INTERNATIONAL BANKING AND FINANCE	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BAO3404	CREDIT AND LENDING DECISIONS	12
BEO3446	FINANCIAL INSTITUTIONS AND MONETARY THEORY	12
BEO3447	COMMERCIAL BANKING AND FINANCE	12
BLO3405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

Plus one Elective

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

**Course Code:**BBFB

**Campus:**City Flinders, Off-shore, Sunway University College, Kuala Lumpur, Malaysia.

This course is for Continuing students only.

**About this course:**Graduates of this degree will have the skills to manage financial and risk management and banking and finance activities and become ASIC registered financial planners, fully compliant with ASIC RG 146.

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

**Careers:**Employment opportunities for graduates of this course include a variety of roles in many different business settings such as financial planning, fund management, securities trading, stockbroking, banking, insurance, investment and risk management.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \*

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

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

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

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study for a combined degree is comprised of 7 Core, 6 Specialisation One, 6 Specialisation Two, 1 Common Specialisation, 3 Professional Development and 1 Elective units of study.

#### Core Units of Study

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

#### Specialisation Units of Study - Financial Risk Management

BAO2441	PERSONAL FINANCIAL PLANNING	12
BEO2255	APPLIED STATISTICS FOR BUSINESS	12
BEO2401	RISK MANAGEMENT AND INSURANCE	12
BEO2431	RISK MANAGEMENT MODELS	12

BEO3347 PLANNING FOR LONG TERM WEALTH CREATION 12

BLO2206 TAXATION LAW AND PRACTICE 12

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

BAO1107 ACCOUNTING INFORMATION SYSTEMS 12

BAO3402 INTERNATIONAL BANKING AND FINANCE 12

BAO3404 CREDIT AND LENDING DECISIONS 12

BEO3446 FINANCIAL INSTITUTIONS AND MONETARY THEORY 12

BEO3447 COMMERCIAL BANKING AND FINANCE 12

BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES 12

#### Common Specialisation Unit of Study - Financial Risk Management and Banking and Finance

BAO3403 INVESTMENT AND PORTFOLIO MANAGEMENT 12

#### Professional Development Units of Study

BFP1100 PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING 12

BFP2100 PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY 12

BFP3001 PROFESSIONAL DEVELOPMENT 3 12

Plus one elective unit

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

**Course Code:**BBFI

**Campus:**City Flinders.

This course is for Continuing students only.

**About this course:**This course will provide students with the necessary skills to perform a broad range of finance and international trade activities in addition to developing a strong business education.

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*.Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \*

Applicants who have not completed Year 12 but who possess appropriate

educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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

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

## COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 3 Professional Development units.

### Core Units of Study

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

### Specialisation Units of Study - Banking and Finance

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
BAO3402	INTERNATIONAL BANKING AND FINANCE	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BAO3404	CREDIT AND LENDING DECISIONS	12
BEO3446	FINANCIAL INSTITUTIONS AND MONETARY THEORY	12
BEO3447	COMMERCIAL BANKING AND FINANCE	12
BLO3405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12

### Specialisation Units of Study - International Trade

BEO1252	INTERNATIONAL BUSINESS CONTEXT	12
BEO2255	APPLIED STATISTICS FOR BUSINESS	12

BEO3378	INTERNATIONAL ECONOMICS AND FINANCE	12
BEO3430	INTERNATIONAL ECONOMIC ANALYSIS	12
BEO3432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BEO3517	INTERNATIONAL TRADE PRACTICES	12
BHO3373	INTERNATIONAL MARKETING	12

### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF BUSINESS (FINANCIAL RISK MANAGEMENT)

**Course Code:**BBFR

**Campus:**City Flinders, Off-shore, Sunway-Malaysia..

This course is for Continuing students only.

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

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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

**Admission Requirements Mature Age:**Non-current year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range

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

#### COURSE STRUCTURE

Students enrolled in this course at Sunway University College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law should circumstances warrant. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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

#### Specialisation Units of Study - Financial Risk Management

BAO2441	PERSONAL FINANCIAL PLANNING	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BEO2255	APPLIED STATISTICS FOR BUSINESS	12
BEO2401	RISK MANAGEMENT AND INSURANCE	12
BEO2431	RISK MANAGEMENT MODELS	12
BEO3347	PLANNING FOR LONG TERM WEALTH CREATION	12
BLO2206	TAXATION LAW AND PRACTICE	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

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

**Course Code:**BBFT

**Campus:**City Flinders, Central University of Finance and Economics, Beijing.

This course is for Continuing students only.

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

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

**Careers:**Employment opportunities for graduates of this include a variety of roles in many different business settings such as financial planning, fund management, securities trading and risk management, international economics, as well as the trade and business industry.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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

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

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. As from 2008, the course total of 24 Units of Study for a combined degree is comprised of 7 Core and 6 Specialisation One and 6 Specialisation Two and 1 Common Specialisation and 3 Professional Development units and 1 Elective.

#### Core Units of Study

BAO1101	ACCOUNTING FOR DECISION MAKING	12
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BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
Specialisation Units of Study - Financial Risk Management		
BAO2441	PERSONAL FINANCIAL PLANNING	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BEO2401	RISK MANAGEMENT AND INSURANCE	12
BEO2431	RISK MANAGEMENT MODELS	12
BEO3347	PLANNING FOR LONG TERM WEALTH CREATION	12
BLO2206	TAXATION LAW AND PRACTICE	12
Specialisation Units of Study - International Trade		
BEO1252	INTERNATIONAL BUSINESS CONTEXT	12
BEO3378	INTERNATIONAL ECONOMICS AND FINANCE	12
BEO3430	INTERNATIONAL ECONOMIC ANALYSIS	12
BEO3432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BEO3517	INTERNATIONAL TRADE PRACTICES	12
BHO3373	INTERNATIONAL MARKETING	12
Common Specialisation Units of Study - Financial Risk Management and International Trade		
BEO2255	APPLIED STATISTICS FOR BUSINESS	12
Professional Development Units of Study		
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12
Plus one elective unit of study		
<b>GRADUATE DIPLOMA IN PROFESSIONAL ACCOUNTING</b>		
<b>Course Code:</b> BGAP		
<b>Campus:</b> City Flinders, Education Centre of Australia (ECA), Sydney.		

**About this course:**The Graduate Diploma in Professional Accounting gives greater flexibility to students with a business related undergraduate degree, by offering a further accounting specialisation which satisfies entry into CPA Australia.

**Course Objectives:**The objectives of the Graduate Diploma in Professional Accounting include: Providing an opportunity for students to gain technical skills and conceptual knowledge in financial accounting, management accounting, finance, auditing and assurance, commercial and corporations law, taxation, information systems, economics and quantitative methods essential for the professional accountant in today's global environment. Developing generic skills commonly applied in practice and valued by employers and professional bodies including analytic, appreciative, personal and interpersonal skills. Providing an opportunity for students with a Bachelor degree in other disciplines to gain entry to the accounting profession. Providing local students with a shorter (8 unit) route to membership of CPA Australia.

**Careers:**The Department of Employment and Workplace Relations has identified accounting as an industry with a national skills shortage. Employment opportunities for accountants are very good and span a variety of roles in many different business settings such as public accounting practice, commercial, and government organisations. The demand both in Australia and overseas for graduates with accounting qualifications is strong and growing, with prospects across Accounting, Business, Banking and Finance fields.

**Course Duration:**1 year

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting.

#### COURSE STRUCTURE

The course consist of 8 units of study.

For membership of CPA Australia, students need to complete the following units of study:

BAO5522	MANAGERIAL ACCOUNTING	12
BAO5524	PROFESSIONAL AUDITING	12
BAO5525	FINANCIAL AND CORPORATE ACCOUNTING	12
BAO5534	BUSINESS FINANCE	12
BAO5535	ISSUES IN CONTEMPORARY ACCOUNTING	12
BAO5543	ACCOUNTING SYSTEMS AND PROCESSES	12
BEO6600	BUSINESS ECONOMICS	12
BLO5540	BUSINESS AND COMPANY LAW	12

#### MASTER OF ACCOUNTING

**Course Code:**BMAC

**Campus:**City Flinders, Education Centre of Australia (ECA), Sydney.

**Course Objectives:**The objectives of the Master of Accounting include: The opportunity for students to gain technical skills and conceptual knowledge in financial accounting, management accounting, finance, auditing and assurance, commercial and

corporations law, taxation, information systems, economics and quantitative methods essential for the professional accountant in today's global environment. Developing generic skills commonly applied in practice and valued by employers and professional bodies including analytic, appreciative, personal and interpersonal skills. The opportunity for students with a Bachelor degree in other disciplines to gain entry to the accounting profession. A course of study more closely aligned to professional accounting requirements by reducing duplication of curriculum areas. Flexible study arrangements in a vibrant environment.

**Careers:** The Department of Employment and Workplace Relations has identified accounting as an industry with a national skills shortage. Employment opportunities for accountants are very good and span a variety of roles in many different business settings such as public accounting practice, commercial, and government organisations.

**Course Duration:** 1.5 years

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have normally completed a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

The course consists of 12 units of study to be undertaken through one of three options.

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

BAO5571	CORPORATE COLLAPSE AND ETHICS	12
BAO5731	CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING	12
BAO5732	CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING	12
BAO5733	CONTEMPORARY ISSUES IN CORPORATE FINANCE	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5735	ADVANCED FORECASTING, PLANNING AND CONTROL	12
BAO5736	MANAGERIAL CONTROL SYSTEMS	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BAO6615	ACCOUNTING PROJECT	12
BAO6714	COMPUTERISED ACCOUNTING IN AN ERP SYSTEM	12
Plus		
BAO7742	BUSINESS RESEARCH METHODS	12

BAO7700	THESIS (FULL-TIME)	36
or		
BAO7701	THESIS (PART-TIME)	18

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

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

BAO5561	REPORTING AND PROFESSIONAL PRACTICE	12
BAO5562	CORPORATE GOVERNANCE AND ACCOUNTABILITY	12
BAO7742	BUSINESS RESEARCH METHODS	12

Plus six units of study from

BAO5528	ACCOUNTING FOR PUBLIC SECTOR MANAGERS	12
BAO5731	CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING	12
BAO5732	CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING	12
BAO5733	CONTEMPORARY ISSUES IN CORPORATE FINANCE	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5735	ADVANCED FORECASTING, PLANNING AND CONTROL	12
BAO5736	MANAGERIAL CONTROL SYSTEMS	12
BAO5743	COMPARATIVE INTERNATIONAL ACCOUNTING	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BAO6615	ACCOUNTING PROJECT	12

Plus three units of study from

BAO5566	TREASURY	12
BAO5567	TAXATION	12
BAO5575	FINANCIAL ACCOUNTING	12
BAO5576	ASSURANCE SERVICES AND AUDITING	12

Option Three Students entering with an undergraduate degree from a discipline other than accounting will undertake the following units of study.

BAO5522	MANAGERIAL ACCOUNTING	12
BAO5524	PROFESSIONAL AUDITING	12
BAO5525	FINANCIAL AND CORPORATE ACCOUNTING	12
BAO5534	BUSINESS FINANCE	12



BA05535	ISSUES IN CONTEMPORARY ACCOUNTING	12
BA05543	ACCOUNTING SYSTEMS AND PROCESSES	12
BLO5540	BUSINESS AND COMPANY LAW	12
Plus one unit of study approved by the School of Accounting and Finance from		
BEO6600	BUSINESS ECONOMICS	12
BLO5539	AUSTRALIAN INCOME TAX LAW AND PRACTICE	12
Plus four units of study approved by the School of Accounting and Finance from		
BA05528	ACCOUNTING FOR PUBLIC SECTOR MANAGERS	12
BA05561	REPORTING AND PROFESSIONAL PRACTICE	12
BA05562	CORPORATE GOVERNANCE AND ACCOUNTABILITY	12
BA05566	TREASURY	12
BA05567	TAXATION	12
BA05574	STRATEGIC MANAGEMENT ACCOUNTING	12
BA05575	FINANCIAL ACCOUNTING	12
BA05576	ASSURANCE SERVICES AND AUDITING	12
BA05734	FINANCIAL ANALYSIS	12
BA05735	ADVANCED FORECASTING, PLANNING AND CONTROL	12
BA05743	COMPARATIVE INTERNATIONAL ACCOUNTING	12
BA05748	FINANCIAL SERVICES COMMUNICATION	12
BA06615	ACCOUNTING PROJECT	12
BA07742	BUSINESS RESEARCH METHODS	12

Electives: An additional specialisation of 2 coursework units may include further specialisation in finance or accounting or in another area approved by the Course Coordinator. On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Professional Accounting. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

### **MASTER OF ACCOUNTING/MASTER OF BUSINESS ADMINISTRATION**

**Course Code:**BMAX

**Campus:**City Flinders.

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

**Course Objectives:**Objectives of the program include: The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to an accredited qualification in accounting. Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. Provision of units of study that cover a broad range of topics within the business, management and accounting disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, financial accounting, management accounting and commercial law. Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession including analytic, appreciative, personal and interpersonal skills

**Course Duration:**2 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration or accounting. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

### **COURSE STRUCTURE**

The course comprise 16 units of study, consisting of 13 core units of study and 3 elective units of study.

#### **Core Units of Study**

BA05522	MANAGERIAL ACCOUNTING	12
BA05524	PROFESSIONAL AUDITING	12
BA05525	FINANCIAL AND CORPORATE ACCOUNTING	12
BA05534	BUSINESS FINANCE	12
BA05535	ISSUES IN CONTEMPORARY ACCOUNTING	12
BA05543	ACCOUNTING SYSTEMS AND PROCESSES	12
BHO6505	MARKETING MANAGEMENT	12
BLO5540	BUSINESS AND COMPANY LAW	12
BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6507	EMPLOYEE RELATIONS STRATEGIES	12
BMO6508	OPERATIONS MANAGEMENT	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6622	MANAGING INNOVATION AND ENTREPRENEURSHIP	12

Elective Units of Study Subject to the approval of the Course Co-ordinator, select three electives from the following:

BAO5528	ACCOUNTING FOR PUBLIC SECTOR MANAGERS	12
BAO5561	REPORTING AND PROFESSIONAL PRACTICE	12
BAO5562	CORPORATE GOVERNANCE AND ACCOUNTABILITY	12
BAO5566	TREASURY	12
BAO5567	TAXATION	12
BAO5574	STRATEGIC MANAGEMENT ACCOUNTING	12
BAO5575	FINANCIAL ACCOUNTING	12
BAO5576	ASSURANCE SERVICES AND AUDITING	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5735	ADVANCED FORECASTING, PLANNING AND CONTROL	12
BAO5743	COMPARATIVE INTERNATIONAL ACCOUNTING	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BAO6615	ACCOUNTING PROJECT	12
BAO7742	BUSINESS RESEARCH METHODS	12
BCO6503	MANAGEMENT INFORMATION SYSTEMS	12
BEO6500	ECONOMICS FOR MANAGEMENT	12
BEO6501	QUANTITATIVE ANALYSIS	12
BEO6600	BUSINESS ECONOMICS	12
BGP6513	BUSINESS RESEARCH METHODS	12
BLO5539	AUSTRALIAN INCOME TAX LAW AND PRACTICE	12
BLO6502	LAW FOR MANAGEMENT	12

## MASTER OF BUSINESS (FINANCE)

**Course Code:**BMFI

**Campus:**City Flinders.

**About this course:**Students take advanced studies in financial risk management to develop an analytical and practical understanding of the processes behind the management of financial risk arising from international markets and operations. Students also develop an advanced conceptual and practical understanding of issues involved in financial institutions management.

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

**Careers:**Accounting, finance.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma

and be employed in or intend to be employed in a position associated with finance or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall band score of 6.5 and no individual band score less than 6.

## COURSE STRUCTURE

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

### Compulsory Units of Study

BAO5534	BUSINESS FINANCE	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BEO6501	QUANTITATIVE ANALYSIS	12
plus any four of the following units of study:		
Elective Units of Study		
BAO5572	TREASURY RISK MANAGEMENT	12
BAO5573	INTERNATIONAL FINANCIAL MANAGEMENT	12
BAO5747	INTERNATIONAL PORTFOLIO MANAGEMENT	12
BEO5686	FINANCIAL DERIVATIVE MARKETS	12
BAO5746	CREDIT AND LENDING MANAGEMENT	12
BEO5685	FINANCIAL INSTITUTIONS MANAGEMENT	12
BLO5738	FINANCIAL INSTITUTIONS LAW	12
BAO7742	BUSINESS RESEARCH METHODS	12

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

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

## MASTER OF ACCOUNTING/MASTER OF BUSINESS (FINANCE)

**Course Code:**BMFX

**Campus:**City Flinders.

**About this course:**When enrolling in this program, students are required to enrol for and successfully complete all prescribed units of study. No credit on the basis of previous studies or equivalent will be given. In double masters including the MBA, students are required to complete the first named degree in full in the first instance.

For example when enrolled for the Master of Accounting/Master of Business Administration, all course requirements for the Master Accounting must be completed in full before undertaking units of study in the MBA degree.

**Course Objectives:** Objectives of the program include:

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

**Course Duration:** 2 years

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with accounting or finance. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

The course comprises 16 units of study, consisting of 13 core units of study and 3 elective units of study.

#### Core Units of Study

BAO5522	MANAGERIAL ACCOUNTING	12
BAO5524	PROFESSIONAL AUDITING	12
BAO5525	FINANCIAL AND CORPORATE ACCOUNTING	12
BAO5534	BUSINESS FINANCE	12
BAO5535	ISSUES IN CONTEMPORARY ACCOUNTING	12
BAO5543	ACCOUNTING SYSTEMS AND PROCESSES	12
BAO5572	TREASURY RISK MANAGEMENT	12
BAO5573	INTERNATIONAL FINANCIAL MANAGEMENT	12
BAO5747	INTERNATIONAL PORTFOLIO MANAGEMENT	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12

BEO6501	QUANTITATIVE ANALYSIS	12
BLO5540	BUSINESS AND COMPANY LAW	12
BLO5738	FINANCIAL INSTITUTIONS LAW	12

Elective Units of Study With the approval of the Course Coordinator, students select three electives from the following:

BAO5528	ACCOUNTING FOR PUBLIC SECTOR MANAGERS	12
BAO5561	REPORTING AND PROFESSIONAL PRACTICE	12
BAO5562	CORPORATE GOVERNANCE AND ACCOUNTABILITY	12
BAO5566	TREASURY	12
BAO5574	STRATEGIC MANAGEMENT ACCOUNTING	12
BAO5575	FINANCIAL ACCOUNTING	12
BAO5576	ASSURANCE SERVICES AND AUDITING	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5735	ADVANCED FORECASTING, PLANNING AND CONTROL	12
BAO5743	COMPARATIVE INTERNATIONAL ACCOUNTING	12
BAO5746	CREDIT AND LENDING MANAGEMENT	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BAO6615	ACCOUNTING PROJECT	12
BAO7742	BUSINESS RESEARCH METHODS	12
BEO5685	FINANCIAL INSTITUTIONS MANAGEMENT	12
BEO5686	FINANCIAL DERIVATIVE MARKETS	12
BEO6600	BUSINESS ECONOMICS	12
BLO5539	AUSTRALIAN INCOME TAX LAW AND PRACTICE	12

#### **MASTER OF BUSINESS (FINANCE)/MASTER OF BUSINESS ADMINISTRATION**

**Course Code:** BMIX

**Campus:** City Flinders.

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

**Course Objectives:** Objectives of the program include:

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

**Course Duration:** 2 years

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration, finance or information systems or, in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:  $\geq$  International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

The course may be offered on a full-time basis over two years or part-time equivalent. Each unit carries a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate. The course comprises of 16 units of study, consisting of 14 core units of study and 2 elective units of study, which may include further specialisation in finance or in another area approved by the Course Co-ordinator.

#### Core Units of Study

BAO5534	BUSINESS FINANCE	12
BAO5572	TREASURY RISK MANAGEMENT	12
BAO5573	INTERNATIONAL FINANCIAL MANAGEMENT	12
BAO5734	FINANCIAL ANALYSIS	12
BAO5747	INTERNATIONAL PORTFOLIO MANAGEMENT	12
BAO5748	FINANCIAL SERVICES COMMUNICATION	12
BCO6503	MANAGEMENT INFORMATION SYSTEMS	12
BEO6501	QUANTITATIVE ANALYSIS	12
BGP6513	BUSINESS RESEARCH METHODS	12

BHO6505	MARKETING MANAGEMENT	12
BLO5738	FINANCIAL INSTITUTIONS LAW	12
BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6507	EMPLOYEE RELATIONS STRATEGIES	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12

#### MASTER OF ACCOUNTING / MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)

**Course Code:** BMUX

**Campus:** City Flinders.

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

**Course Objectives:** Objectives of the program include: The opportunity to complete the Master of Business (Enterprise Resource Planning Systems) degree, internationally recognised as a qualification that develops management skills and expertise, in addition to an accredited qualification in accounting. Development of skills commonly applied in enterprise resource planning at executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional accounting expertise. Provision of units of study that cover a broad range of topics within the business, accounting and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, strategic planning, financial accounting and management accounting. Development of generic skills commonly applied in practice and valued by employers throughout the accounting profession and enterprise resource planning systems industry including analytic, appreciative, personal and interpersonal skills.

**Course Duration:** 2 years

#### DOCTOR OF PHILOSOPHY (ACCOUNTING AND FINANCE)

**Course Code:** BPAA

**Campus:** City Flinders.

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

**Course Objectives:-**

**Course Duration:** 4 years

**Admission Requirements Year 12:** Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a

Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

#### COURSE STRUCTURE

The course comprises a research thesis.

BAO8002 PHD (RESEARCH) (FULL TIME) 48

OR

BAO8003 PHD (RESEARCH) (PART-TIME) 24

#### MASTER OF BUSINESS [BY RESEARCH]

**Course Code:**BRAA

**Campus:**City Flinders.

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

**Course Duration:**2 years

#### COURSE STRUCTURE

The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

BAO9800 RESEARCH THESIS (FULL TIME) 48

OR

BAO9801 RESEARCH THESIS (PART TIME) 24

#### GRADUATE CERTIFICATE IN ACCOUNTING

**Course Code:**BTAA

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

**About this course:**This course offers students a foundation in accounting through a sequence of studies addressing the competencies, knowledge and processes necessary for successful postgraduate studies in accounting.

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

**Careers:**Accounting and finance.

**Course Duration:**0.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must be able to demonstrate five years of approved work experience. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

Each unit of study carries a value of 12 credit points. Students must complete 48 credit points through academic study in order to graduate.

BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY 12

BAO5543 ACCOUNTING SYSTEMS AND PROCESSES 12

BE05538 ECONOMICS 12

BE05539 BUSINESS STATISTICS 12

#### GRADUATE CERTIFICATE IN SUPERANNUATION MANAGEMENT

**Course Code:**BTSM

**Campus:**City Flinders.

**About this course:**This course emphasises the education of trustees in the superannuation industry and enhances their capability of managing the very large pool of superannuation savings in Australia. Students are required to complete two core units and will choose two further units from a number of elective units to complement their skill set. In addition, students may choose to continue their studies and apply their existing credits in the completion of an MBA or other Faculty Master degrees.

**Course Objectives:**This course is designed to equip superannuation trustees and managers with the expertise and skills to manage superannuation funds, having particular regard to: - corporate governance and accountability, in particular the regulatory environment specific to the superannuation industry; - financial risk management; and - portfolio management. The objective of the course is to produce graduates fully capable of managing these specific areas of superannuation.

**Careers:**1 - To enhance the ability of trustees and managers in the superannuation industry to be more effective in the execution of their duties and therefore enhance their career prospects. 2 - To prepare candidates who wish to become trustees in the superannuation industry to be able to discharge the duties of trustees and enhance their employability as trustees.

**Course Duration:**0.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant normally must have completed an undergraduate business degree or graduate diploma with a business major, and be employed in a position related to superannuation administration.

**Admission Requirements Other:**In the absence of formal qualifications a candidate will have a minimum of 5 years work experience within the superannuation or investment industry and membership of a relevant financial services (including banking sector) professional association, or such training and work experience as to indicate the ability to undertake the course successfully.

#### COURSE STRUCTURE

Four units of study, two of which are deemed to be core units. The core units cover the skills that are required to manage and monitor the activities of fund and investment managers, and to formulate strategy for individual enterprises in the superannuation industry. The remaining two units (to be selected from the list below) will equip trustees and managers in complying with their fiduciary responsibilities; in understanding information contained in the accounting statements

of the various entities with which they are required to interact; and in understanding the principles involved in the promotion of their respective funds.

There is no specific sequence in which students must complete units of study.

BE05687	PORTFOLIO MANAGEMENT AND PROTECTION	12
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BE05688	STRATEGY FOR FINANCIAL INSTITUTIONS	12
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Two units to be chosen from the following:

BA06504	ACCOUNTING FOR MANAGEMENT	12
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BH06505	MARKETING MANAGEMENT	12
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BMO6509	LEADERSHIP AND CORPORATE GOVERNANCE	12
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or a unit approved by the Course Coordinator

# SPECIALISATIONS

## BSPACC ACCOUNTING

**Locations:**Footscray Park, City Flinders, Off-shore

Reach your goals in the accounting services industry with the Bachelor of Business Accounting specialisation. With the right sequence of units, you can gain CPA Australia entry and become an associate member of the Institute of Chartered Accountants in Australia. Graduates with this specialisation can gain employment in accounting practices, medium and large corporations, the public sector and not-for-profit organisations.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
BAO2202	FINANCIAL ACCOUNTING	12
BAO2204	MANAGEMENT ACCOUNTING	12
BLO2205	CORPORATE LAW	12
BAO2203	CORPORATE ACCOUNTING	12
BAO3307	CORPORATE FINANCE	12
BAO3309	ADVANCED FINANCIAL ACCOUNTING	12

## BSPBAF BANKING AND FINANCE

**Locations:**Footscray Park, City Flinders, Off-shore

Launch your career in banking and financial services, funds management, treasury and financial markets, and wealth management. The Bachelor of Business Banking and Finance specialisation will develop your understanding of the institutions, instruments and markets of the financial services sector. You will also be able to undertake units of study to satisfy Australian Securities and Investments Commission's (ASIC) RG146 compliance requirements, enabling you to work in organisations providing financial product advice to retail clients.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
BAO3402	INTERNATIONAL BANKING AND FINANCE	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BAO3404	CREDIT AND LENDING DECISIONS	12
BEO3446	FINANCIAL INSTITUTIONS AND MONETARY THEORY	12
BEO3447	COMMERCIAL BANKING AND FINANCE	12
BLO3405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12

## BSPFIP FINANCIAL PLANNING

**Locations:**Footscray Park, City Flinders, Off-shore

Commence your career in financial planning for the financial services industry. The

Bachelor of Business Financial Planning specialisation meets the Australian Securities and Investments Commission's (ASIC) RG146 compliance requirements in the practical knowledge areas of financial planning, insurance, risk management, taxation, investments and portfolio, superannuation and estate planning. Successful graduates are eligible to enter the Certified Financial Planner Program with the Financial Planning Association (FPA).

**Specialisation Requirements** This specialisation is only available to Domestic and International Onshore students. Students are required to successfully complete all seven units of study.

BAO2441	PERSONAL FINANCIAL PLANNING	12
BEO2401	RISK MANAGEMENT AND INSURANCE	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BEO3347	PLANNING FOR LONG TERM WEALTH CREATION	12
BLO2206	TAXATION LAW AND PRACTICE	12
BAO3307	CORPORATE FINANCE	12
BAO3318	SUPERANNUATION AND RETIREMENT PLANNING	12

## BSPFRM FINANCIAL RISK MANAGEMENT

**Locations:**Footscray Park, City Flinders, Off-shore

Start your career in financial planning and financial risk management for the financial services and credit management industries. The Bachelor of Business Financial Risk Management specialisation meets the Australian Securities and Investments Commission's (ASIC) RG146 compliance requirements in the practical knowledge areas of financial planning, insurance, risk management, taxation, investments and portfolio, superannuation and estate planning. Successful graduates are eligible to enter the Certified Financial Planner Program with the Financial Planning Association (FPA).

**Specialisation Requirements** This specialisation is only available to International offshore students. Students are required to successfully complete all seven units of study.

BAO2441	PERSONAL FINANCIAL PLANNING	12
BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12
BEO2401	RISK MANAGEMENT AND INSURANCE	12
BEO2431	RISK MANAGEMENT MODELS	12
BEO2255	APPLIED STATISTICS FOR BUSINESS	12
BEO3347	PLANNING FOR LONG TERM WEALTH CREATION	12
BLO2206	TAXATION LAW AND PRACTICE	12

# UNITS

## BA01101 ACCOUNTING FOR DECISION MAKING

**Locations:**Werribee, Footscray Park, City Flinders, CUHK-Hong Kong, CUFU Beijing, Sunway University - Malaysia (KL & JB), ECA - Sydney..

**Prerequisites:**Nil.

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

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify and describe different types of business decisions
- Prepare General Purpose Financial Reports
- Demonstrate the use of accounting information in the planning and control of business operations
- Identify and evaluate relevant information required for short and long term decision making
- Communicate the outcomes of the decision making process
- Use problem solving techniques in making business decisions

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

**Required Reading:**Carlson, S., Mladenovic, R., Loftus, J., Palm, C., Kimmel, P.D., Kieso, D.E., Weygandt, J.J., 2009 3rd Edition, Accounting: Building Business Skills, VU Custom Publication, John Wiley & Son Australia Ltd., (only available from V.U. University Bookshop)

**Assessment:**The assessment scheme has 5 components as listed below: Other, Online Tests MCT, 10%. Presentation, Oral Presentation, 5%. Test, Multiple Choice Test, 10%. Assignment, Business Report, 15%. Examination, Practical questions and short answer, 60%. Internal Assessment, 40%; Final Examination, 60%. Only non-programmable calculators without text and graphic facilities may be used in examinations.

## BA01107 ACCOUNTING INFORMATION SYSTEMS

**Locations:**Werribee, Footscray Park, City Flinders, Sunway University - Malaysia (KL & JB), Education Centre of Australia (ECA)..

**Prerequisites:**BA01101 Accounting for Decision Making.

**Description:**BA01107 – Accounting Information Systems is the first specialist accounting unit in the Bachelor of Business (Accounting) and the Bachelor of Business (Banking & Finance). Financial information is used by a wide variety of industries and individuals as part of the decision-making process in business. The responsibility for ensuring that information provided in reports is useful for decision

making purposes is the province of the accounting profession. This unit will explore some of the theories and practices of [manual] recording and reporting of financial information in Australia within the context of a historical cost accounting system, including an understanding of the legal, professional and conceptual frameworks within which the accounting professional operates.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students should be able to:

- Make an informed decision about the reporting of financial information by applying accounting theory and concepts, including the regulatory and conceptual frameworks that influence accounting practice, to particular business transactions.
- Communicate this decision, in writing, in a timely and professional manner.
- Demonstrate the technical skills necessary to record and report financial information using accrual accounting principles in a timely and professional manner.

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

**Required Reading:**Hoggett, Edwards & Medlin, (2009) 7th Edition Financial Accounting Wiley, Brisbane - All subject notes are on the WebCT site - An Accounting Practice Set (available from the lecturer, at no charge).

**Assessment:**Test, Short Answer, 5%. Test, Practical Questions, 15%. Essay, Logical Argument, 10%. Practicum, Practical Exercise, 10%. Examination, Practical questions and Short Answer, 60%.

## BA01110 ACCOUNTING FOR SMALL BUSINESS

**Locations:**Footscray Park.

**Prerequisites:**BA01101 Accounting for Decision Making.

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

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Explain the basic principles of financial management as these relate to the sustainability of small business and value creation for business owners;
- Apply their understanding of basic principles to address cash management, profitability and investment issues;
- Critically evaluate the various funding alternatives for the small business' ongoing operation and growth;
- Reflect on and report on the accounting system and finance context of a real small business; and
- Work out capital budgeting techniques for investment decisions and business valuation.



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

**Required Reading:**Birt, I. (2006) *Manage Finance and Develop Financial Plans in your Business* Pearson, Frenchs Forest, NSW

**Assessment:**To qualify for an overall Pass in this subject, students must attempt all assessment components and accumulate a total of 50% of all assessments combined. The assessment scheme has 4 components as listed below: Test, Class Test, 8%. Examination, Mid term Exam, 16%. Case Study, Group Project involving field research, presentation and report writing., 16%. Examination, Final Exam, 60%.

## BAO2100 INTRODUCTION TO SMALL ENTERPRISE

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**Small businesses make a major contribution to the Australian and global economies. Knowledge of their structure and the operations of these organisations, including the motivations for starting a business, processes of management employed and behaviour of the owners and operators is important to business graduates. This is an elective unit for a diverse student group from different areas of discipline. Inevitably, most students and graduates will have involvement with small business as clients, suppliers, small business owners or members of a family business. The knowledge of the characteristics, trends and factors that shape the development of this sector is significant to students who will soon join the workforce or the world of business. This unit provides a framework for understanding the significance of small business to the local and global economies, government's support to this sector, and the factors that contribute to their success or failures.

**Credit Points:** 12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Outline the characteristics of small business in Australia;
- Describe the issues facing small business in the current market circumstances;
- Discuss issues relating to small business success and failure;
- Describe the benefits that small business brings to an economy; and
- Identify and describe the support services available to small business.

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

**Required Reading:**Peacock, R.W., (2004) *Understanding Small Business: Practice, Theory and Research* Scarman Publishing, Adelaide

**Assessment:**The assessment scheme has four components as listed below: Presentation, Group Presentation and Report, 10%. Test, Short Answer Test, 10%. Case Study, Report - Logical Argument, 30%. Examination, Short Answer and Essay, 50%.

## BAO2202 FINANCIAL ACCOUNTING

**Locations:**Werribee, Footscray Park, Sunway University - Malaysia (KL & JB), ECA - Sydney.

**Prerequisites:**BAO1107 - ACCOUNTING INFORMATION SYSTEMS

**Description:**This unit of study provides students with an introduction to regulation of

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

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand the conceptual framework underlying financial accounting and its theoretical foundation
- Account for limited companies equity:
- understand characteristics of limited companies
- account for issue of ordinary and preferred shares
- account for forfeiture of shares
- account for dividends and shares splits
- Understand the supplementary information and professional requirements for disclosing this information in the notes attached to financial statements
- Identify, compute and record short term and long term liabilities
- Account for various types of intangible assets
- Understand the main objective of the cash flow statement and prepare a cash flow statement
- Recognise operating and finance leases and know the accounting procedure for leases from a lessee point of view
- Account for income taxes, applying rules and standards to recognise deferred tax assets and deferred tax liabilities
- Understand and apply rules in regard to segment reporting and earning per shares

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

**Required Reading:**The following textbooks have been assigned for BAO2202 Financial Accounting:Kieso, D., Fargher, N., Wise, V., Weygandt, J., & Warfield, T. (2008) 1st edition *Fundamentals of Intermediate Accounting* John Wiley & Sons, Australia Sofocleous, S. & Yafitan, A., (2010) 3rd edition *Intermediate Financial Accounting ICAA*, (2010) *Financial Reporting Handbook* John Wiley & Sons, Australia

**Assessment:**The assessment scheme has 5 components as listed below: Test, Class Test 1 - Multiple Choice, 10%. Test, Class Test 2 - Multiple Choice, 10%. Test, Class Test 3 - Multiple Choice, 10%. Assignment, Assignment, 20%. Examination, Final Examination, 50%.

## BAO2203 CORPORATE ACCOUNTING

**Locations:**Werribee, Footscray Park, Sunway-Malaysia, Liaoning-China..

**Prerequisites:**BAO2202 - FINANCIAL ACCOUNTING

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

companies, issue and restructuring of share capital and company liquidations.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Record transactions for companies in order to produce external financial reports required under regulatory and conceptual frameworks;
- Communicate the implications of the information contained in the financial reports;
- Demonstrate the technical skills required to record and report transactions;
- Read and understand technical accounting material;
- Identify the key issues to a question or problem;
- Develop the appropriate time management skills for study at the tertiary level and the workplace;
- Use the lectures and tutorials provided throughout the semester to enhance understanding;
- Use the resources of the library to supplement the teach/learning resources;
- Demonstrate an appreciation of the writing skills needed for academic purposes; and
- Take responsibility for their learning.

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

**Required Reading:** Deegan, C. (2010) 6th edition Australian Financial Accounting McGraw-Hill Irwin, Sydney

**Assessment:** The assessment scheme has 3 components as listed below: Test, Multiple choice, short theory questions and practical questions, 20%. Assignment, Case Studies, 20%. Examination, Multiple choice, short theory questions and practical questions, 60%. Internal Assessment, 40%; Final examination, 60%.

## BAO2204 MANAGEMENT ACCOUNTING

**Locations:** Werribee, Footscray Park, Sunway University - Malaysia (KL & JB)..

**Prerequisites:** BAO1101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Prepare management reports that assist senior management to control routine and non routine business performance;
- Communicate the information contained in the management reports and make suggestions about possible corrective action;
- Demonstrate the technical skills necessary to record and report financial information;
- Read and appreciate technical material;
- Identify the key issues to a question or problem;

- Develop the appropriate time management skills for study at the tertiary level and the workplace;
- Use the lectures and tutorials provided throughout the semester to enhance understanding;
- Use the spreadsheet problems in the web site and understand how technology can be used to enhance efficiency within the workforce;
- Demonstrate an appreciation of the writing skills needed for academic purposes; and
- Take responsibility for their learning.

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

**Required Reading:** Langfield-Smith, K., Thorne, H., and Hilton, W.R., 2009 5th Management Accounting - Information for Managing and Creating Value McGraw Hill

**Assessment:** The Assessment scheme has two components as listed below: Test, Class Test x 2, 20%. Case Study, Class Assignment, 20%. Examination, Final Exam, 60%.

## BAO2208 COMPUTERISED ACCOUNTING INFORMATION SYSTEMS

**Locations:** Footscray Park, Liaoning-China, ECA..

**Prerequisites:** BAO1107 - ACCOUNTING INFORMATION SYSTEMS

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

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Set-up a small business's accounting records using MYOB software;
- Demonstrate how accounting transactions are recorded and reported, in a computerised accounting information system;
- Understand the issues involved in accounting systems selection and design;
- Identify the key issues involved in accounting control techniques within a computerised package.

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

**Required Reading:** Considine, B., et al (2010) 3rd Edition Accounting Information Systems - Understanding Business Processes John Wiley & Sons Inc., Milton, QLD

**Assessment:** The assessment scheme has 4 components as listed below: Test, Class Test 1, 15%. Test, Class Test 2, 15%. Other, MYOB Exercise, 35%. Report, Report, 35%.

## BAO2209 ENTERPRISE ACCOUNTING INFORMATION SYSTEMS

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BAO1101 - ACCOUNTING FOR DECISION MAKING BAO1101 Accounting

for Decision Making .

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

**Credit Points:**12

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

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

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

## BAO2408 ELECTRONIC COMMERCE ACCOUNTING SYSTEMS

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BAO1101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, the student should be able to:

- Understand the impact of eCommerce on the business and regulatory environments;
- Describe the communications infrastructure that supports eCommerce, including the network topologies, hardware, protocols, security infrastructure, the dominance of the internet and the role of emerging network technologies;
- Define the basic architecture of electronic commerce applications through the integration of back-end processing by database management software with web-based front-ends;
- Understand the software infrastructure that supports eCommerce;
- Describe the impact of eCommerce on accounting processes, accounting standards, auditing activities and the accounting profession; and
- Understand of the complexities of creating an internet based eCommerce solution and how the resultant transactions are processed in the accounting systems.

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

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

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

## BAO2441 PERSONAL FINANCIAL PLANNING

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

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of personal financial planning. Topics include introduction to financial planning, the economics of the financial process, financial planning services, various options in financial planning, developing, implementing and reviewing financial plans, matching of ongoing clients needs and financial planning services.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students should be able to: Demonstrate an understanding of the financial services industry in Australia; the changing regulatory framework; and how behavioural, economic, political and sociological factors impact upon the financial planning process and individual circumstances; Discuss the importance of strategic and ethical financial planning, and the range of financial planning decisions involved in developing a personal financial plan; Discuss the diversity of financial products and services available and the basis of selection to meet the specific goals and objectives of client and use this information to produce a financial plan; Apply basic financial planning skills in the development of a financial plan designed to meet the needs and objectives of a specific client. Explain the impact of risk preferences, taxation, superannuation, social security and estate planning considerations in the development of financial plans.

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

**Required Reading:**McKeown, W, M. Kerry, M. Olynyk, D. Beal (2012) 1st edition Financial Planning John Wiley & Sons Australia Ltd, Milton, QLD

**Assessment:**The assessment scheme has 4 components as listed below: Test, Class test, 10%. Tutorial Participation, Tutorial/Case Tasks, 10%. Assignment, Group Assignment, 30%. Examination, Final Exam, 50%.

## BAO2500 TRANSPORT FINANCIAL PLANNING

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BAO1101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:**12

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

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

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

## BAO3100 THE ENTERPRISE PROJECT

**Locations:**Footscray Park.

**Prerequisites:**Nil

**Description:**This unit of study aims to build on the business skills developed during the course to date and apply them in a small enterprise context. Topics include developing enterprise skills of problem solving, communication and networking;

development of research skills; undertaking project management and report writing.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to:

- Generate and use creative ideas and processes;
- Identify and assess opportunities;
- Seek information and advice;
- Negotiate and influence;
- Deal with power and authority;
- Develop a PowerPoint presentation;
- Present a report outlining a piece of business research; and
- Demonstrate their ability to work as a member of a team.

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

**Required Reading:** Articles and Case Studies

**Assessment:** Internal Assessment, 100%.

### BA03292 BUSINESS ETHICS

**Locations:** Werribee, Footscray Park.

**Prerequisites:** Nil.

**Description:** The overall aim of the unit of study is to promote ethical awareness in business decision making processes, so that students are sensitised to ethical issues embedded in the complexity of business activities. The unit of study helps to foster an environment where business situations with potentially unethical dimensions can be openly discussed and resolved to the best interests of all concerned. After studying the unit of study, students should be able to competently and responsibly arrive at well-informed and ethically conscious decisions. The unit of study covers the basic theory of ethics to the extent of its relevance to practical decision making processes. The main parts of the unit of study will have a practical orientation, using the theory and an ethical decision-making model as a guide. The following topics will be discussed: why are ethics necessary? Defining ethics in business, setting a tone at the top of the organisation, leadership and communication in the form of codes of conduct within an organisation; the process of making ethical decisions, ethical issues in business activities; environmental influences, the individual, law and regulations, values and culture; the decision making process, information acquisition, ethical criteria, procedural maxims and caveats and the model of ethical decision making process; dealing with yourself and others, stress, organisational constraints and practices, the question of maintaining relationships; ethical dilemmas in an organisation; corporate culture and a normative model of codes of conduct, empirical evidence on corporate culture; the concept and practice of accountability, i.e. to shareholders, employees, customers, employers and society; fraudulent activities types, cases, causes, actions taken, different roles within an organisation; laws and regulations of fraudulent activities; whistle blowing trade secrets, insider trading, corporate disclosure, professional attitudes, a review of different codes of conduct from various professions/groups the accountancy profession, the management, perceptions of the unions, and employees' perspectives; international business and ethics, multinational corporations and international dimensions of business practices, regulations and culture.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- identify situations which have ethical implications;
- understand different approaches to managing ethical dilemmas;
- evaluate a relevant code of professional conduct and apply it in professional life; and
- adopt an ethical decision-making process in real-life situations and cases.

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

**Required Reading:** Articles and case studies.

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

### BA03302 INTERNATIONAL ACCOUNTING

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BA02202 - FINANCIAL ACCOUNTING

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

**Credit Points:** 12

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

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

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

### BA03306 AUDITING

**Locations:** Werribee, Footscray Park, Sunway University - Malaysia (KL & JB), ECA - Sydney..

**Prerequisites:** BA02203 - CORPORATE ACCOUNTING

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

group interaction skills.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- understand the objectives and limitations of an audit, including the key auditing principles, concepts and the practices which comprise the audit process;
- be familiar with key tools used by auditors for collecting and evaluating evidence, in both manual and computerised accounting information systems, that will enable them to express an opinion on the fair presentation of financial reports;
- have an insight into the current environment in which auditors operate, including legal liability, ethical and other professional aspects; and
- understand the conceptual and practical approach to external (independent), internal and public sector auditing, enabling students to have comprehensive knowledge of the audit process and contemporary audit issues.

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

**Required Reading:** Gay, G., Simnett, R., 2010 4e Auditing and Assurance Services in Australia McGraw-Hill CPA Australia, 2011 Auditing, Assurance and Ethics Handbook 2011, Pearson

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

### BAO3307 CORPORATE FINANCE

**Locations:** Werribee, Footscray Park, City Flinders, Sunway-Malaysia ECA Sydney.

**Prerequisites:** BAO1101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- read the financial press and interpret the information presented;
- develop financial literacy;
- read the existent literature in Corporate Finance and be aware of the theoretical and practical developments in finance;
- communicate both orally and in writing, matters relating to Corporate Finance;
- solve problems of Corporate Finance through the application of specific techniques of analysis; and
- examine and evaluate the impact of alternative financing proposals that a firm may face in both the short and long term.

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

**Required Reading:** Petty, J., Martin, P., Burrow, M., Keown, A., Nguyen, H., Scott, D., Martin, J., 2003. 5th Edition, Financial Management, Prentice Hall

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

### BAO3308 ADVANCED AUDITING

**Locations:** Footscray Park.

**Prerequisites:** BAO3306 - AUDITING

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

**Credit Points:** 12

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

**Required Reading:** Articles and case studies.

**Assessment:** Internal Assessment, 100%.

### BAO3309 ADVANCED FINANCIAL ACCOUNTING

**Locations:** Werribee, Footscray Park, Sunway University-Malaysia (KL & JB), ECA Sydney..

**Prerequisites:** BAO2203 - CORPORATE ACCOUNTING

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students will be able to:

- Demonstrate an understanding of the role of theory in the development of accounting;
- Demonstrate an advanced awareness of the interaction of the various parties involved in the regulation of financial reporting;
- Discuss the benefits and limitations of the conceptual framework project;
- Develop a general understanding of measurement issues and their effect of financial reporting;
- Evaluate issues relevant to the recognition and reporting contained in financial statements;
- Discuss fundamental issues related to social and environmental accounting; and
- Explain the international context in which accounting standard setting takes place.

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

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

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

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

### BAO3310 SOCIAL AND ENVIRONMENTAL ACCOUNTING

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BAO1101 Accounting for Decision Making .

**Description:**This unit of study will extend the study of financial accounting into social, ethical and environmental issues and examine the capacity of accounting reports in relation to those issues. Topics include an introduction to the conceptual framework of financial reporting; corporate social reporting; ethical investments; accounting for environmental assets and liabilities; ethical investments; ethics and the accountant.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should: Be familiar with the issues and problems of social and environmental accounting, having undertaken an analysis of past and current research in these areas; Be able to contribute thoughts toward the formulation of practical solutions to those problems; Have an understanding of current legal developments pertaining to environmental issues; and Appreciate the importance of ethics and their impacts upon the responsibilities of the professional accountant.

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

**Required Reading:**Articles and case studies.

**Assessment:**Internal assessment, 100%.

### BAO3312 ADVANCED MANAGEMENT ACCOUNTING

**Locations:**Werribee, Footscray Park, Sunway-Malaysia, AABC -China.

**Prerequisites:**BAO2204 - MANAGEMENT ACCOUNTING

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

**Credit Points:**12

**Learning Outcomes:**At the end of the unit, students should be able to:

- understand the role of management accounting in a changing global, technical, social and business environment;
- recognise and understand management accounting techniques and processes which can provide managers with the information to assist them in their decision making role in order to achieve the organisation's goals and objectives;
- utilise analytical skills to solve technical and behavioural problems in management accounting; and

- display enhanced personal, interpersonal and organisational skills and communicates effectively, both orally and in writing on matters relating to management accounting.

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

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

### BAO3316 THE PRACTISING ACCOUNTANT AND TECHNOLOGY

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BAO2202 Financial Accounting, BLO2206 Taxation Law and Practice.

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

**Credit Points:**12

**Learning Outcomes:**The primary objective of this Unit of Study is to provide the student with an overview and understanding of the role of the public accountant in a small accounting practice. It will also prepare you in various aspects of technology in the public practice by introducing certain computer packages. This objective will be achieved by:i)developing an understanding of how to keep client profiles, debtors and creditors, time costing and billing, leasing, ASIC information and lodgement of required forms and any other technological procedures necessary to perform the every day activities of an accountant in a small public practice office; and,ii)developing an understanding of the legal, professional and conceptual requirements associated with the preparation of external financial reports and taxation returns including various schedules, for various types of businesses.

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

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

**Assessment:**Internal Assessment, 100%.

### BAO3317 MANAGERIAL ACCOUNTING, DECISIONS AND TECHNOLOGY

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BAO1101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify business related accounting problems from a narrative or problem document
- Develop approaches to problem solving through analysis and critical evaluation of alternatives
- Identify relevant information - identify key issues and distinguish them from minor issues
- Use technology to assist in problem solving and to present findings
- Communicate effectively - both written (reports to present solutions) and verbal (presentation to describe processes orally)
- Evaluate and reflect on task performance
- Evaluate one's own and others' work
- Work effectively in teams
- Read and critically analyse technical material.

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

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

**Assessment:**Internal Assessment, 100%.

### BAO3318 SUPERANNUATION AND RETIREMENT PLANNING

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

**Prerequisites:**BAO2441 - PERSONAL FINANCIAL PLANNING

**Description:**This course provides a comprehensive analysis of the economics and finance of superannuation and retirement benefits. It provides an overview of related regulation, standards, type of funds, social security, pre-retirement planning and tax implications of retirement benefits. It considers the way in which the benefit design and legislative requirements impact on the process of setting appropriate

objectives.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Describe the superannuation industry and the regulations and taxes that govern it;
- Identify the key economic and financial principles underlying the efficient management of retirement savings;
- Assess retirement income streams and how they can be effectively used to maximise member's entitlements to social security;
- Explain the operation of self-managed superannuation funds;
- Determine which individuals will be able to access the small-business concessions; and
- Critically evaluate retirement income policies and reforms both in Australia and in other developed and developing countries.

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

**Required Reading:**Diana Beal, 2007 Superannuation and Retirement Income Planning Wiley, Australia

**Assessment:**Test, Mid semester test, 20%. Project, Individual/group project 2000 words, 20%. Examination, Final examination, 60%.

### BAO3402 INTERNATIONAL BANKING AND FINANCE

**Locations:**Werribee, Footscray Park, City Flinders, Sunway University - Malaysia (KL), Liaoning - China..

**Prerequisites:**BAO1101 - ACCOUNTING FOR DECISION MAKING

**Description:**This unit of study applies theories in economics and finance to analyse problems and challenges that the international financial environment presents to financial managers. The management aspect of international financial corporations and the international banking environment and institutional structure and their operations are emphasized.

**Credit Points:**12

**Learning Outcomes:**On completion of this Unit of Study, students should be able to

1. focus on the financial risks inherent in international business and the available opportunities.
2. develop an understanding of the global capital markets and the management of a global strategy.
3. understand the advantages and complexity of international banking and finance.
4. develop a platform of theories and concepts which they can apply in examining the behaviour of finance and capital markets.
5. understand the nature of links of international banking and finance with the world economy and trade.
6. identify tools to deal with the foreign exchange market and to manage currency exchange risk.
7. familiarise with modern instruments of hedging and financing.
8. demonstrate working knowledge and application of short-term and long-term investment, financial and cash management decisions in a global context.

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

**Required Reading:**Madura, Jeff, and Roland Fox, 2011 2nd edn International Financial Management Cengage

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

### BA03403 INVESTMENT AND PORTFOLIO MANAGEMENT

**Locations:**Footscray Park, City Flinders, Sunway-Malaysia (KL)..

**Prerequisites:**BA01101 - ACCOUNTING FOR DECISION MAKING

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

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to: read the financial press and interpret the information presented; develop financial literacy; identify the theoretical and practical concepts of investments and investing; classify investments assets by type, purpose and key characteristics; demonstrate a sound understanding of the basic principles and concepts of portfolio management; and communicate in writing, matters relating to investment and portfolio management.

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

**Required Reading:**Jones, C., Shamsuddin, A and Naumann, K., 2007 2nd Edition Investments Analysis and Management Wiley

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

### BA03404 CREDIT AND LENDING DECISIONS

**Locations:**Footscray Park, City Flinders, Sunway University - Malaysia (KL)..

**Prerequisites:**BE03447 - COMMERCIAL BANKING AND FINANCEBLO3405 - LAW OF FINANCIAL INSTITUTIONS AND SECURITIES

**Description:**The unit of study aims to provide an analysis of the various lending activities of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the assessment of credit proposals and the management of credit risk. Topics include: credit policy retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, and problem loans and recovery.

**Credit Points:**12

**Learning Outcomes:**At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity; identify various lending facilities required by customers; demonstrate an understanding of the issues related to lending to various forms of legal entity, including; individuals, corporations, partnerships, trusts and associations, and analyse and assess lending proposals.

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

**Required Reading:**Sathye, M., Bartle, J., Vincent, M., and Battey, R., 2003 Credit Analysis and Lending Management, Wiley.

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

### BA05405 SPORT FINANCE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with a sound understanding of

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

**Credit Points:**12

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

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

**Assessment:**Project 1, 25%; Project 2, 25%; Final examination, 50%.

### BA05504 ACTUARIAL MANAGEMENT, INSURANCE AND ASSET CONSULTING

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**As from 2009, this unit will no longer be offered. The unit of study covers an introduction to the role of an actuary in superannuation together with the purpose and requirements of actuary reviews. It explains the role of an asset consultant in superannuation, methods for valuing assets and importance of asset allocation. It also provides an overview of the regulatory framework of the profession, including an outline of requirements of SIS and other standards.

**Credit Points:**12

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

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

**Required Reading:**To be advised

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

### BA05505 ACCOUNTING FOR EVENTS

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**12

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

**Required Reading:**Articles and case studies

**Assessment:**Internal assignments, 100%.

### BA05510 FINANCIAL ANALYSIS FOR EMPLOYEE RELATIONS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to introduce students to the relationship between



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

**Credit Points:** 12

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

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

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

## BAO5522 MANAGERIAL ACCOUNTING

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

**Prerequisites:** Nil.

**Description:** This unit of study aims to develop students' ability to deal confidently with the multifaceted challenges facing the function of management accounting in contemporary organisations. The areas covered include: the modern role of management accounting; strategic analysis and planning; operational planning and control; product and service costing; operational and financial budgeting; capital budgeting; and cost-volume profit analysis. Calculations, reporting, analysis and interpretation are undertaken using manual methods and Excel spreadsheets.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to have:- the skills to perform costing, budgeting and other performance measurement tasks for planning and control using manual and electronic means; and develop enhanced problem solving, communication and interpersonal skills.

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

**Required Reading:** Langfield-Smith, K. 2006 4th Management Accounting - Information for Managing and Creating Value McGraw Hill Carlberg. C. 2007 Business Analysis with Microsoft Excel Cue - Pearson Education

**Assessment:** Test, Tests, 20%. Assignment, Assessments, 30%. Examination, Final Examination, 50%.

## BAO5524 PROFESSIONAL AUDITING

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

**Prerequisites:** BAO5525 Financial and Corporate Accounting.

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

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to be proficient with the following learning outcomes:

- The Demand for Auditing and Assurance Services

- Audit Responsibilities and Objectives,
- Audit Evidence
- Accepting the Engagement and Planning the Audit
- Materiality and Risk and Audit Planning
- Internal Control and Control Risk
- Overall Audit Plan, Evaluation of Control Risk and setting
- Substantive Procedure.
- Audit Sampling
- Impact of Information Systems technology changes on the Audit process
- Auditing Sales and receivables
- Auditing Other Transaction Cycles: Purchases, Payables
- and also Payroll
- Completing the Audit and Post Audit responsibility
- Audit Reports
- Professional Ethics & Legal liability
- Other Assurance Engagements and Environments
- Internal Operational and Government Auditing

As such, the unit of study provides both a practical and conceptual approach to external, as well as internal and public sector auditing, enabling students to gain a complete picture of the audit process in light of contemporary audit issues. In addition, the unit of study aims to enhance a number of generic skills through both the formal components of assessment and the student's class participation both manually and through the use of appropriate computer software (MYOB). These include: research, problem solving, and analytical skills; written and presentation skills; and group interaction skills.

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

**Required Reading:** Arens, A., Best, P., Shailer, G., Fiedler, B., Elder, R, Beasley, M., 2010 8th Edition Auditing, Assurance Services and Ethics in Australia, Pearson CPA Australia, Auditing, Assurance and Ethics Handbook, 2011 Pearson

**Assessment:** Internal assessments, 30%; Final examination, 70%. Note: Only hand-held non-programmable calculators may be used in examinations. Students may use any form of silent, hand-held calculators, except for programmable calculators or calculators with text storage capacity.

## BAO5525 FINANCIAL AND CORPORATE ACCOUNTING

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

**Prerequisites:** BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES

**Description:** The aims of this unit of study are to extend the study of financial accounting from sole traders and partnerships learned in previous units of study to the corporate form of ownership; encourage a critical approach to accepted corporate reporting practices and current developments in accounting and financial regulation for corporations; introduce accounting for the issue and reorganisation of share capital; familiarise students with the accounting concepts involved in inter company investments; introduce specific corporate financial accounting practices, including accounting for company income tax; impairment and revaluation of assets; intangible assets and consider current financial reporting issues.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to be proficient in the following learning outcomes

- Nature and Regulation of Companies,
- Financing Company Operations,
- Share Capital and Reserves,
- Accounting for Income Tax,
- Intangible Assets,
- Impairment of Assets,
- Controlled Entities: The Consolidation Method,
- Consolidation: Wholly Owned Subsidiaries,
- Consolidation: Intragroup Transactions,
- Consolidation: Minority Interest,
- Liquidation of Companies.

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

**Required Reading:** Deegan, C. 5 Edition Australian Financial Accounting McGraw-Hill 2008 CPA Accounting Handbook, Members Handbook Pearson Publishing, Australia Campbell, G., The Little Black Book Victoria University The Little Black Book, Victoria University, digital copy available from <http://w2.vu.edu.au/library/infolink/webref/styles/LittleBlackBook.htm> Students are expected to use the VU Library 15th Floor 300 Flinders Street.

**Assessment:** Test, Tests and Assignment for Consolidation using Excel spreadsheets, 50%. Examination, Examination, 50%.

## BAO5527 ACCOUNTING SYSTEMS AND TECHNOLOGY

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

**Prerequisites:** BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES

**Description:** This unit develops the notion of knowledge management and the linkages to, and importance of the accounting information system in the firm. Accountants today make use of the computer and rely on a diverse range of software to perform their role as knowledge workers. Alongside the accounting packages, software such as word processing, data basing and spread sheeting packages are equally important for the accountant. In some areas expert systems are also adopted. The units offered include the basics of computers in accounting and knowledge management, the fundamentals involved in the design of computerised accounting system, issues relating to crime, ethics and internal control, and how the computerisation of the accounting environment has changed these concerns. A number of special interest areas such as the skills that flow from the year 2000 problem, the notion of e-commerce, implications for audit, and a unit entitled 'The Future' are included. The latter being vitally important in this dynamic and ever changing field blending the traditional accounting functions with advanced technology. The unit recognises that the accounting function permeates the total organisation, is a basis for many major decisions in our society, and that the appropriate use of technology can enhance the quality of decision-making. A non assessable option is also available to students wishing to undertake basic introductions to MYOB and SAP, although such training is not seen as fundamental to the course of study. Content can be expected to change since accounting and technology is dynamic, and changes particularly in the Internet dimension changes rapidly.

**Credit Points:** 12

**Learning Outcomes:** Explicit: On completion of this unit students should be able to: Demonstrate an understanding of basic accounting principles; Demonstrate how accounting transactions are recorded and reported, in a computerised accounting information system; Set-up a small business's accounting records using MYOB v 17; Discuss the issues involved in accounting systems selection and design; Appreciate the importance of the audit trail and data protection and integrity, and be familiar with techniques used to audit computerised information systems; and Be familiar with computer crime cases and the proper controls for thwarting these crimes. Implicit: Design and appreciate reports produced by the computerised package; Identify the key issues involved in accounting control techniques within a computerised package; Develop the appropriate time management skills for study at the tertiary level and the work place; Use the resources of the library, particularly the electronic resources, to write essays and reports, and be conscious of issues concerning plagiarism; and Take responsibility for their learning, and ability to work in groups.

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

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

**Assessment:** Internal Assessment, 100%.

## BAO5528 ACCOUNTING FOR PUBLIC SECTOR MANAGERS

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** Articles and case studies

**Assessment:** Internal assessment, 100%.

## BAO5534 BUSINESS FINANCE

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** To examine and evaluate alternative financing proposals that firms may face in both the shorter and longer term to develop financial literacy, to read the existing literature in financial management and be aware of the theoretical and practical developments in finance, and to develop ability to solve problems through the application of specific techniques of analysis. The role of financial management, Taxation effects on financial decisions, money and capital markets. Time value of money, Risk-return trade off. Valuation of securities. Sources of finance. Capital structure and cost of capital. Dividend policy. Capital budgeting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to be able to read the financial press and interpret the information presented, develop financial literacy, read the existent literature in Business Finance and be aware of the theoretical and practical developments in finance, communicate both orally and in

writing, matters relating to Business Finance, solve problems of Business Finance through the application of specific techniques of analysis and examine and evaluate the impact of alternative financing proposals that a firm may face in both the short and long term.

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

**Required Reading:**Gitman, L.G., Juchau, R.H., Flannagan, J. (2007) 5th edition Principles of Managerial Finance Pearson Education Australia

**Assessment:**Internal assessment, 50%; Final examination, 50%. Test, Test 1 (Multiple choice or short answer questions), 10%. Test, Test 2 (Multiple choice or short answer questions), 20%. Case Study, Case Study, 20%. Examination, Final Examination, 50%.

## BAO5535 ISSUES IN CONTEMPORARY ACCOUNTING

**Locations:**City Flinders, Sydney ECA.

**Prerequisites:**BAO5525 Financial and Corporate Accounting.

**Description:**This unit of study is the capstone financial accounting unit drawing upon and further developing the practical skills of Financial Accounting and Corporate Accounting. The unit is designed to develop students' analytical and appreciative skills and provide students with the opportunity to further develop their mastery of technical and critical thinking skills. The unit aims to: provide students with the skills necessary to critically analyse the foundations of and the concepts associated with financial accounting; develop student understanding of the relationship between financial accounting theory and concepts and financial reporting practice; develop students' cognitive and behavioural skills; develop information literacy in financial accounting; and develop an international awareness of financial accounting issues. Topics include: accounting theories including theory development, Positive Accounting Theory (PAT), System-Oriented Theories, Behavioural Accounting Research and Capital Markets Research (CMR); conceptual and regulatory frameworks of financial accounting; measurement; accounting for intangibles; accounting for financial instruments; accounting for superannuation; corporate sustainability reporting; corporate governance and business ethics. The unit of study is predominantly geared towards students being encouraged to further develop their cognitive and behavioural skills. Particular attention is given to the continued mastery of technical skills in conjunction with the development of students' analytic and appreciative skills.

**Credit Points:**12

**Learning Outcomes:**The objective of this unit is to enable students to critically analyse the concepts and basis of financial accounting procedures that have been previously studied and to introduce selected advanced areas of study in financial accounting concepts. On successful completion of this unit, students will be able to:

- Demonstrate an understanding of the role of theory in the development of accounting.
- Demonstrate an advanced awareness of the interaction of the various parties involved in the regulation of financial reporting.
- Discuss the benefits and limitations of the conceptual framework project.
- Develop a general understanding of measurement issues and their effect of financial reporting.
- Evaluate issues relevant to the recognition and reporting contained in financial statements.
- Discuss fundamental issues related to sustainability accounting.

- Explain the international context in which accounting standard setting takes place.

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

**Required Reading:**Deegan, C., 2009, 3rd Edition Financial Accounting Theory, McGraw - Hill, Australia Pty Ltd. Deegan, C., 2010, 6th Edition Australian Financial Accounting McGraw - Hill, Australia Pty Ltd. CPA Australia Accounting Handbook 2011 Pearson, Australia

**Assessment:**The assessment scheme has three components as listed below: Test, Mid-term Test, 20%. Assignment, Assignment, 20%. Examination, Final Examination, 60%. A summary of assessment tasks follows. Please go to the Online Learning Management System for: 1. Full assessment/assignment details; 2. Criterion referenced assessment guide for each assignment as required; and 3. Assignment Declaration cover sheet, with Assessment Criteria completed and a separate cover sheet loaded for each assignment. .

## BAO5542 ISSUES IN MANAGEMENT ACCOUNTING

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

**Prerequisites:**BAO5522 - MANAGERIAL ACCOUNTING

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

**Credit Points:**12

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

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

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

## BAO5543 ACCOUNTING SYSTEMS AND PROCESSES

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

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to basic accounting concepts and manual and electronic accounting practices within the context of accounting standards and user requirements. It includes: the role of accounting in planning and decision making; the accounting information system; the accounting cycle; accrual accounting concepts; reporting, analysing and interpreting assets, liabilities, equity; profitability and cash flows; internal control; and using computerised accounting systems to process transactions and produce accounting reports.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students are expected to be proficient at recording business transactions for service and trading organisations in manual and electronic systems; be capable of preparing accounting reports for decision-making purposes in manual and electronic systems; be able to conduct analysis of financial reports; and exhibit strong problem solving, communication and interpersonal skills.

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

**Required Reading:**Kimmel, P., Carlon, S. et al. 2nd edition 2005 Accounting - building business skills John Wiley Tan, R. 2008 Sweet dreams MYOB v17

accounting practice set Pearson Education Australia, Frenchs Forest

**Assessment:** Presentation, Class presentation, 5%. Assignment, Computer based assignment, 15%. Test, Mid semester test, 25%. Examination, Final examination, 55%.

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

**Locations:** City Flinders.

**Prerequisites:** Nil

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

**Credit Points:** 12

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

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

**Required Reading:** To be advised

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

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

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** CPA Australia Segment notes - Reporting and Professional Practice

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

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

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** CPA Australia Segment notes - Corporate Governance and Accountability

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

### **BAO5566 TREASURY**

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

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

### **BAO5567 TAXATION**

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** CPA Australia Segment notes - Taxation.

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

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

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

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

### **BAO5572 TREASURY RISK MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide students with an understanding of treasury management and the role of financial markets in the corporate treasury function. This unit of study includes the following topics: treasurer's role and policy,

fundamentals of treasury management, extent of treasury School responsibility, treasury structure; sources of finance, the corporate debt market in Australia, establishing and maintaining an international credit rating, equity and quasi equity finance, current trends in global financial markets; interest rate exposure management, identification and measurement of crucial risks, risk management strategies, credit risk and establishing credit limits, risk management products, financial futures, options and swaps; cash and liquidity management, principles of asset/liability management, corporate banking relationships; control of treasury operations, impact of accounting and tax regulations on corporate treasury operations.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students will be able to: Outline the rationale, structure and functions of a treasury; Differentiate between a corporate and bank treasury; Articulate significance of liquidity and working capital management for company; Understand importance of the capital markets in funding the corporation and the need for credit ratings in accessing the international & domestic bond markets and assessment of counterparty risk; Identify the elements of risk and design appropriate strategies to manage these risks; Communicate intelligently and fluently on the treasury function and related risk management matters; Note the impact of the Regulatory Environment & Corporate Governance on Corporate Treasury; Describe the capital markets and physical and derivative instruments that treasuries deal in, including international markets and international trade; become skilled in understanding the structure of international financial markets; acquire an understanding of the range of financial products available in international financial markets; acquire an appreciation of the implications of international securities and tax law on international financial markets; Outline financial risk assessment and describe the management principles for managing liquidity risk, interest rate risk, foreign exchange risk, and credit risk (including the use of credit ratings); Become skilled in understanding the operation of futures and options derivative markets; and Acquire an understanding of the use of the options and futures markets for both hedging and trading purposes.

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

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

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

### BAO5573 INTERNATIONAL FINANCIAL MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this part of the course, students will be able to:

- Explain the international financial environment;
- Describe how foreign exchange markets operate;

- Discuss the management of different types of foreign exchange exposure;
- Identify various risks faced by multinational and transnational firms;
- Examine financial decisions facing firms in a global context;
- Identify the role of international banking in multinational investment decisions;
- Describe the strategic issues related to foreign investment decisions; and
- Discuss working capital management issues of multinational business.

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

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

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

### BAO5574 STRATEGIC MANAGEMENT ACCOUNTING

**Locations:** City Flinders, Stansfield College, Singapore..

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

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

### BAO5575 FINANCIAL ACCOUNTING

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** CPA Australia Segment notes - Financial Accounting.

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

### BAO5576 ASSURANCE SERVICES AND AUDITING

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

opportunities.

**Credit Points:** 12

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

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

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

## BAO5701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to :-

- Analyse the profitability and financial position of a firm in the hospitality and tourism industry;
- Prepare budgeted financial statements;
- Demonstrate the use of budgets in performance evaluation;
- Solve problems in costing and pricing through the application of specific tools and techniques evaluate alternative proposals relating to businesses and projects in the hospitality and tourism industry;
- Recognise the meaning of accountability in the decision making process in the financial, ethical and environmental context; and
- Recognise the importance of employees as a success factor.

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

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

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

## BAO5731 CONTEMPORARY ISSUES IN FINANCIAL ACCOUNTING

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

emerging issues.

**Credit Points:** 12

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

**Required Reading:** Articles and case studies.

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

## BAO5732 CONTEMPORARY ISSUES IN MANAGEMENT ACCOUNTING

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** Articles and case studies.

**Assessment:** Internal assessment, 100%.

## BAO5733 CONTEMPORARY ISSUES IN CORPORATE FINANCE

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** Peirson and Bird.

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

## BAO5734 FINANCIAL ANALYSIS

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

**Prerequisites:** Nil.

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

merger and acquisition analysis, and management communications analysis

**Credit Points:** 12

**Learning Outcomes:** By the end of the course students should have the capacity to understand; interpret; and critically assess financial statements put out by organizations in light of additional contextual information available. The unit will illuminate how financial statements can be used to inform or mislead and how they can be used to analyse the financial health of a company. Students should gain skills, knowledge and experience in:-Understanding the application of Price Waterhouse Cooper's Value Reporting Framework by internal and external stakeholders to improve performance management and evaluate sustainable value creation for organisations, business units or projects.-Identifying, measuring, analysing and acting-on Market Overview and Strategy elements: the competitive, regulatory and macro-economic environments; goals and objectives; organizational design; and governance.-Identifying, measuring, analysing and acting-on Value Creating Activity elements: customers; people; innovation; brands; supply chain; culture; processes; and environmental, social and ethical performance.-Identifying, measuring, analysing and acting-on Performance elements: operational performance; financial position; risk profile; economic performance; segmental analysis; and accounting policies.

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

**Required Reading:** Palepu, Healy, Bernard, Wright, Bradbury and Lee 1st edn Asia-Pacific, 2010 Business Analysis and Valuation Cengage Learning

**Assessment:** Tutorial Participation, Evaluation of individual's active contribution, 10%. Presentation, Oral group presentation, 15%. Report, Analyst's report - written group assignment - major international publicly listed company, 25%. Examination, Final exam, 50%. A summary of assessment tasks follows. Please go to Blackboard for: 1. Full assessment/assignment details; 2. Criterion referenced assessment guide for each assignment as required; and 3. Assignment Declaration cover sheet, with Assessment Criteria completed and a separate cover sheet loaded for each assignment. .

### BAO5735 ADVANCED FORECASTING, PLANNING AND CONTROL

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

**Assessment:** Internal assessment, 100%.

### BAO5736 MANAGERIAL CONTROL SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** On completion of this unit of study students should be able to apply analytical reasoning in solving management accounting problems via case analysis; treat management accounting topics to a systematic and in-School analysis;

understanding and appraise management accounting research work. The unit of study includes the following topics: corporate strategy and management performance measurement and management; reward systems and control; cost system design.

**Credit Points:** 12

**Learning Outcomes:** At the end of this unit students will be able to:

- demonstrate an understanding of the role of managerial control systems in organizations and the factors that influence their operation;
- identify the key elements that contribute to an effective management control system;
- outline the developments in recent years in performance measurement systems;
- demonstrate an understanding of the behavioural aspects of managerial control systems; and
- analyse case facts and apply appropriate managerial control system solutions.

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

**Required Reading:** Articles and case studies.

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

### BAO5743 COMPARATIVE INTERNATIONAL ACCOUNTING

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

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

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

### BAO5746 CREDIT AND LENDING MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** BEO5685 - FINANCIAL INSTITUTIONS MANAGEMENT

**Description:** The unit of study aims to provide an analysis of the various lending activities' of Australian financial institutions and the legal principles related to these activities. Emphasis is placed on the assessment of credit proposals and the

management of credit risk. Topics include: Credit policy, retail lending, commercial lending, corporate lending and corporate services, valuation of assets, structuring a loan, traditional techniques for credit analysis, distressed firm prediction and an overview of the newer models of assessing credit risk e.g. term structure models, mortality models and option model.

**Credit Points:** 12

**Learning Outcomes:** At the completion of the unit of study students should be able to explain the reasons for the lending activities of financial institutions and the risks associated with this activity, identify various leading facilities required by customers, demonstrate an understanding of the issues related to lending to various forms of legal form, including, individuals, corporations, partnerships, trusts and associations, and analyse and assess lending proposals.

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

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

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

### BAO5747 INTERNATIONAL PORTFOLIO MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to acquaint students with advanced concepts in modern portfolio theory and to equip them with the tools and techniques required to apply these theories to the management of institutional investment portfolios. This unit of study includes the following topics: the development of modern investment theory, major securities markets in Australia and offshore, ethical issues in securities markets, portfolio asset allocation; including the optimal domestic/international mix, asset allocation objectives, choosing a stock/bond/property/cash mix, passive versus dynamic strategies, using computer models for portfolio management.

Combining individual securities into portfolios; interest rates and bond management, bond portfolio management, interest immunisation; derivative share options, using options for portfolio insurance; hedging with future contracts, index models; measurement and evaluation of portfolio performance, international regulation of securities markets.

**Credit Points:** 12

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

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

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

### BAO5748 FINANCIAL SERVICES COMMUNICATION

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study provides accountants and other financial services industry professionals with the knowledge and skills required for effective communication and good practice in managing information. The unit includes: effective written and spoken communication skills; organising and leading meetings, seminars and discussion groups; financial services industry responsibilities, guidelines, procedures, and legislation; the roles and requirements of professional organizations; identification, maintenance, monitoring and review of key relationships; and managing the flow of information to and from stakeholders for compliance with organizational and legislative requirements and industry codes of practice.

**Credit Points:** 12

**Learning Outcomes:** By the end of the unit, students should be able to: confidently perform in public speaking; chair meetings and conduct seminars; clearly and effectively prepare business reports and documentation; understand relevant legislative and regulatory issues affecting the financial services industry; identify and maintain key business relationships; and effectively manage staff and client information flows.

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

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

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

### BAO6504 ACCOUNTING FOR MANAGEMENT

**Locations:** City Flinders, SIC-Singapore, Sunway University-Malaysia (KL), and Beijing Jiaotong University-China..

**Prerequisites:** Nil.

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should have the skills, knowledge and experience to: Identify, prepare or commission, and interpret financial and non-financial information about the internal and external context that is required for sound performance management; Interpret and critically assess financial statements put out by organizations in light of additional contextual information available; Understand and demonstrate how financial statements can be used to inform, mislead, and how they can be used to analyse the financial health of a company; and Apply Price Waterhouse Cooper's Value Reporting Framework to improve performance management and evaluate sustainable value creation for organisations, business units or projects.

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

**Required Reading:** Carlon, Mladenovic, Loftus, Palm, Kimmel, Kieso, Weygandt (2009) 3rd Edition *Accounting, Building Business Skills* Milton, QLD, John Wiley

**Assessment:** Students must successfully complete all assessment components and accumulate a total of 50% in all assessments combined to qualify for an overall Pass in this Unit of Study. This Unit of Study has five assessment components as listed below: Test, 1 hour in-class test, 10%. Presentation, Group problem solving and presentation, 10%. Assignment, Preparation of report on the financial and management of well-known companies, 20%. Tutorial Participation, Active participation in tutorials, 10%. Examination, Exam covering topics from week 1 - 12, 50%.



## BAO6615 ACCOUNTING PROJECT

**Locations:**City Flinders.

**Prerequisites:**BAO7742 - BUSINESS RESEARCH METHODS

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

**Credit Points:**12

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

**Required Reading:**Articles and case studies.

**Assessment:**Project report, 100%.

## BAO6621 STRATEGIC DEVELOPMENT IN FINANCIAL RISK MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**12

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

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

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

## BAO6714 COMPUTERISED ACCOUNTING IN AN ERP SYSTEM

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should: be familiar with the various ERP vendors and ERP products on the market; be able to evaluate the different hardware/software acquisition alternatives; be familiar with the different approaches to organising an information system, such as best-of-breed, ERP, and enterprise application integration; be able to evaluate, from an accounting perspective, an ERP implementation; understand how master data is organised in an ERP system; be able to appreciate how multi-national companies handle a variety of currencies, languages and different reporting requirements; and be able to discuss the various control mechanisms in the ERP system.

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

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

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

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

## BAO7700 THESIS (FULL-TIME)

**Locations:**City Flinders.

**Prerequisites:**BAO7742 - BUSINESS RESEARCH METHODS

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

**Credit Points:**36

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

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

**Assessment:**Thesis, 100%.

## BAO7701 THESIS (PART-TIME)

**Locations:**City Flinders.

**Prerequisites:**BAO7742 - BUSINESS RESEARCH METHODS

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

**Credit Points:**18

**Class Contact:**Unit of study is 18 credit points per semester.

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

**Assessment:**Thesis, 100%.

## BAO7742 BUSINESS RESEARCH METHODS

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

**Prerequisites:**Please Enquire.

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

**Credit Points:**12

**Learning Outcomes:**At the end of this unit students will be able to: understand basic research construction and evaluation, and use appropriate research terminology; comprehend research methodologies relevant to social and business research; understand the research process and the role of each of its main components; identify problems and develop a conceptual framework for research; conduct critical reviews of research output; understand the applicability and limitations of experimental, survey and case study research; prepare research proposals and plan the research process; and critically evaluate research proposals and research reports.

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

**Required Reading:**Articles and case studies.

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

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

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

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

**Credit Points:**48

**Class Contact:**Unit of study is 48 credit points per semester.

**Required Reading:**To be advised.

**Assessment:**Dissertation thesis,100%.

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

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**24

**Class Contact:**Unit of study is 24 credit points per semester.

**Required Reading:**To be advised.

**Assessment:**Dissertation thesis, 100%.

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

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**48

**Class Contact:**Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

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

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and

established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Class Contact:**Unit of study is 24 credit points per semester.

**Assessment:**Research thesis, 100%.

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

**Locations:**City Flinders.

**Prerequisites:**BAO7742 - BUSINESS RESEARCH METHODS

**Description:**Submission of Thesis.

**Credit Points:**48

**Class Contact:**Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

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

**Locations:**City Flinders.

**Prerequisites:**BAO7742 - BUSINESS RESEARCH METHODS

**Description:**Submission of Thesis.

**Credit Points:**24

**Class Contact:**Unit of study is 24 credit points per semester.

**Assessment:**Research thesis, 100%.

### **BAO9913 ACCOUNTING INFORMATION SYSTEMS**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

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

**Credit Points:**12

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

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

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

### **BBF3512 ENVIRONMENTAL LEGISLATION AND ECONOMICS**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study is a service unit of study for the Faculty of Health, Engineering and Science. Topics include introduction to law, types of legislative enactments and the Australian court system. Applications of acts, regulations and other laws and policies to development proposals, managerial responsibilities and environmental protection. Overview of relevant provisions of a range of environment-related legislations. Cost/benefit, cost effectiveness and input-output analysis. Valuation techniques for externalities, assessment of social values, utility and elasticity considerations, economic instruments of environmental policy including taxes, charges and levies, environmental damage rights and credits, performance bonds, tradeable rights.

**Credit Points:**12

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

points.

**Assessment:**Assignment, 30%; Examination, 70%.

## BE01106 BUSINESS STATISTICS

**Locations:**Werribee, Footscray Park, City Flinders, Sunbury, AABC-Liaoning-China, CUHK-Hong Kong, HKIT-Hong Kong, Kasetsart-Bangkok, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study enables students to acquire the skills and techniques required to analyse data in a business environment. Topics include: introduction to statistics; descriptive statistics; introduction to probability and probability distributions; normal probability distribution; sampling distributions and parameter estimation; hypotheses testing; simple linear regression and correlation; time-series analysis and forecasting; index numbers. Use will be made of a statistical computer package.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Understand the importance of statistical methodology to the business professional;
- Use a variety of graphical and numerical descriptive summary measures relating to data sets;
- Calculate and interpret elementary probabilities and use them in statistical applications;
- Apply the concept of Binomial, Poisson and Normal probability distributions in statistical problems;
- Understand the distribution of sample means and proportions, and their role in statistical inference;
- Construct and interpret confidence interval estimates of population means and proportions;
- Understand the relationship between the level of confidence, precision and sample size;
- Conduct one and two sample hypothesis tests concerning population means and proportions;
- Use linear regression and correlation to model relationships between economic variables;
- Understand time-series decomposition and construct seasonal indices for seasonal adjustment;
- Use simple forecasting methods and evaluate alternative forecasting models;
- Calculate and use simple and weighted aggregate indices, and real values; and
- Conduct statistical analysis using Microsoft Excel.

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

**Required Reading:**Berenson, M.L., Krehbiel, T.C., Levine, D.M., Watson, J., Jayne, N. and Turner, L., 2007, Basic Business Statistics, Pearson.

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

## BE02250 QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS

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

**Prerequisites:**Nil.

**Description:**The unit of study aims to develop a command of the basic mathematical tools used in the analysis of many economics and business problems. Topics include: economic models (linear, quadratic, cubic, rational and exponential); equilibrium analysis: the concept of derivatives; rules of differentiation; marginal functions, optimisation and elasticity; partial differentiation; partial elasticities and unconstrained optimisation (two variables).

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, the student should be able to:

- Demonstrate a sound knowledge and understanding of the application of a variety of basic mathematical functions in the description of economic and business models;
- Understand and utilise appropriate mathematical notation and techniques for the solution of problems related to the modelling of economic and business situations;
- Understand the application of the gradient of a curve in providing information about the rate at which the dependent variable changes with respect to the independent variable in an economic or business situation;
- Apply the rules of differentiation to the basic mathematical functions used in the modelling of economic and business situations; and
- Understand and utilise the mathematical notation, terminology and basic techniques of the differential calculus to economic and business applications.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as a three-hour seminar or in a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**BE02250, Quantitative Methods for Economics and Business, Skeleton Seminar Notes (available from the bookshop)

**Assessment:**Tests, 40%; Examination, 60%.

## BE02254 STATISTICS FOR BUSINESS AND MARKETING

**Locations:**Werribee, Footscray Park, City Flinders, Sunway University-Malaysia (KL & JB), Liaoning-China..

**Prerequisites:**BE01106 Business Statistics.

**Description:**This unit of study provides an understanding of the use of statistical techniques in analysing marketing and business problems. Topics include: sampling methods and estimation of point and interval estimates; application of classical and non-parametric tests; goodness of fit test: and introduction to regression and time-series analysis. Use will be made of an appropriate statistical package.

**Credit Points:**12

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

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

**Assessment:**Case study /lab exercises, 40%; Final examination, 60%. Note: Any hand-held calculators may be used in examinations.

## BE02255 APPLIED STATISTICS FOR BUSINESS

**Locations:**Footscray Park, City Flinders, Sunway-Malaysia, Liaoning-China, CUFE..

**Prerequisites:**BE01106 - BUSINESS STATISTICS

**Description:**The focus of this unit is to expose students to statistical techniques that

are specific to the areas of business, economics and finance. The unit will provide an opportunity to develop an understanding and ability to use these techniques in a range of empirical problems. The application of such techniques will involve collection of relevant data, the use of professionally popular computer software and the interpretation and use of computer outputs. Topics include sampling methods and estimation of point and confidence intervals; hypothesis tests; non-parametric tests; analysis of variance; Chi-square tests; multiple regression and residual analysis; discriminant analysis and factor analysis.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- identify an appropriate sampling method to obtain information from a target population;
- write an appropriate questionnaire;
- identify and use appropriate statistical estimation methods and tests;
- use the SPSS/Excel programs in analysis of data;
- utilise statistical findings in constructing statistical models and make use of such findings in writing reports to evaluate alternative policy options and recommendations in decision making.

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

**Required Reading:** Berenson, M.L., Levine, D.M., Krehbiel, T.C., Watson, W., Jayne, N., and Turner, L.W., 2009 Business Statistics: Concepts and Applications Pearson Australia

**Assessment:** Assignment, Formative assessment - report/essay, 10%. Assignment, Group Assignment - Report, 15%. Assignment, Group Assignment - Report, 15%. Examination, Final examination, 60%.

## BEO2283 APPLIED REGRESSION ANALYSIS

**Locations:** Footscray Park.

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES BEO1106 - BUSINESS STATISTICS

**Description:** This unit of study provides a comprehensive introduction to regression analysis and its applications to the modern economic/business problems. The emphasis is on the development of practical skills. Topics include: simple and multiple linear regression, model specifications, diagnostics in regression analysis; relative measures of fit and explanatory power; and special topics in regression.

**Credit Points:** 12

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

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

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

## BEO2284 BUSINESS FORECASTING METHODS

**Locations:** Footscray Park.

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES BEO1106 - BUSINESS STATISTICS

**Description:** The unit of study aims to acquaint appropriate forecasting tools used at strategic or tactical levels of management and to provide skills in applying these tools to economic and business data for business decision making and policy formulation. Topics include: introduction to forecasting and economic indicators used

in economics and business; selecting the right forecasting technique; qualitative forecasting models; quantitative forecasting methods; forecasting errors, evaluation of forecasting methods; combining forecasts.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- understand the importance of forecasting methodology and techniques to the business professional;
- understand the use of basic tools and methods of forecasting;
- understand the nature and limitations of various forecasting techniques;
- be able to identify appropriate forecasting models to explain business, marketing, economics and financial time series and to make forecasts;
- collect relevant data and use computer programs especially Microsoft Excel and SPSS for constructing and estimating statistical models to make useful forecasts of future trends and/or to evaluate alternative policy options;
- develop skills in interpreting computer outputs obtained during the analysis and report writing;
- evaluate performance, detect errors in forecasting and make combination forecast; and
- write reports concerning results for recommendations or/and decision making.

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

**Required Reading:** J.H. Wilson and B. Keating (2007) 5th Edition Business Forecasting McGraw-Hill

**Assessment:** Assignment, Case Study 1 and Case Study 2, 50%. Examination, 2 hours, 50%.

## BEO2381 BUSINESS DECISION METHODS

**Locations:** Footscray Park.

**Prerequisites:** BEO1106 - BUSINESS STATISTICS

**Description:** This unit of study provides a comprehensive introduction to the mathematical modelling and specialised techniques and their applications in the analysis of contemporary economic/business problems faced by firms, organisations and industries. Topics include: decision analysis and the evaluation of information; network models; inventory control models and scheduling; linear programming models and sensitivity analysis; integer programming; waiting line models; game theory and dynamic programming; Markov chain analysis; total quality control.

**Credit Points:** 12

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

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

**Assessment:** Case studies, 40%; Final examination, 60%.

## BEO2401 RISK MANAGEMENT AND INSURANCE

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

**Prerequisites:** Nil

**Description:** The aim of the unit of study is to provide students with knowledge of

insurance and how it can be used to manage risk plans for individuals and small firms.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should:

- Have knowledge of insurance and insurance industry;
- Be able to understand how insurance is used to manage risk;
- Be able to prepare an insurance-based risk management plan for some risk exposure.

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

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

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

## BEO2404 ELECTRONIC TRADING

**Locations:** Werribee, CUHK-Hong Kong..

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES

**Description:** To familiarise students with the concepts of electronic trading and associated business processes. Students will be given an insight into the application of the various technologies in business so as to operate more efficiently and effectively in today's competitive environment. The unit of study consists of discussion and analysis of trading applications at both domestic and international levels. In the context of making the firm more competitive, the contents include: features of electronic purchase and electronic supply through electronic commerce enablement; aspects of on-line ordering, invoicing and stock control towards managing business with greater accuracy and certainty; stockless inventory, paperless transactions, integrated logistic operations; implications for inventory warehousing and transport; flexible deliveries; efficient consumer response/quick response; Internet trading/research; cash flow implications of inventory controls; risks associated with international electronic commerce trading.

**Credit Points:** 12

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

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

**Assessment:** Research assignment (approx. 2500 words), 25%; Presentation (approx. 2500 words), 25%; Examination, 50%.

## BEO2410 RISK ANALYSIS AND MANAGEMENT

**Locations:** Footscray Park.

**Prerequisites:** BEO1106 - BUSINESS STATISTICS

**Description:** This unit of study provides an overview of the concepts and challenges associated with analysing and managing risk.

**Credit Points:** 12

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

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

**Assessment:** Case Study, 15%; Project 1, 15%; Project 2, 20%; Final examination, 50%.

## BEO2431 RISK MANAGEMENT MODELS

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

**Prerequisites:** Nil.

**Description:** Introduction to different types of risks, risk models and risk management, overview of investment and risk, introduction to the fundamental of financial mathematics, distribution of asset returns, risk in portfolio construction and management, the efficient market concept, option pricing models, the random walk hypothesis, volatility estimation, volatility and correlation analysis and volatility forecasting.

**Credit Points:** 12

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

**Required Reading:** Peirson, G., Brown, R., Easton, S., Howard, P., 2003, Business Finance, McGraw-Hill Pty Limited, Australia.

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

## BEO3302 OPTIONS AND FUTURES MARKETS

**Locations:** Werribee, Footscray Park.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide students with an understanding of the valuation and hedging of options, forward contracts, futures contracts, swaps, and other derivatives that exist in rapidly growing financial sectors around the globe. Topics included are: Introduction to financial instruments; Futures and Forward Markets; Forward and Futures Prices and Hedging Strategies; Interest Rate Futures; Swaps; Stock Options; Trading Strategies; Introduction to Binomial Trees; The Black-Scholes Model; Options on Stock Indices, Currencies, and Futures; Hedging Strategies; and Valuation Using Binomial Trees.

**Credit Points:** 12

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

**Required Reading:** Hull, J.C., 2002, Introduction to Options and Futures Markets, 4th Edition, Prentice Hall, Melbourne.

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

## BEO3304 ETHICAL INVESTMENT

**Locations:** Werribee, Footscray Park.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide students with an understanding of the rapidly-growing ethical investment market in Australia and overseas, and examines definitional parameters, ethical portfolio choice, risk and return of ethical portfolios, emerging trends in investor awareness, and ethical fund management. Topics included are: Introduction to Ethical Investment; Portfolio choice and Screening; Screening and Risk; the Return to Ethical Investment; Ethical Issues and Investor Awareness; Ethical Investment and Superannuation Fund management; Ethical Investment Consulting.

**Credit Points:** 12

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

**Required Reading:** Knowles, R., (ed), 1997, Ethical Investment, (Choice Books),

Sydney.

**Assessment:** Assignments, 50%; Tests, 10%; Final Examination, 40%.

### **BE03319 ASIAN BUSINESS ENVIRONMENT**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study provides an introduction to the business practices and methods employed in the Asian business environment. It also examines some of the main profiles and characteristics of, and dynamics underpinning, this environment in the Asia Pacific region. Topics include: Asian country profile; trade regimes and relations between business and government; growth and business policies; Asia's financial crisis and implications; strategic implications of business groups and alliances; Asian culture and business practices; transaction costs; corporate governance; market potential and marketing in Asia; business expansion strategies and entry modes; case studies in China and India.

**Credit Points:** 12

**Learning Outcomes:** On completion of this subject, students should be able to identify the important common themes associated with Asian culture and business practices in the Asian business environment and have a sound understanding of the economic and business framework of a number of key economies of particular relevance to Australia.

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

**Required Reading:** Lasserre, P. and Schütte, H., 2006, *Strategies for Asia Pacific: Meeting New Challenges*, Third Edition, Palgrave.

**Assessment:** Assignment, 30%; Final examination, 50%; Test, 20%.

### **BE03347 PLANNING FOR LONG TERM WEALTH CREATION**

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

**Prerequisites:** Nil.

**Description:** The aim of this unit of study is to provide students with underpinning knowledge and skill in the area of wealth creation and retirement planning. Students will gain a broad understanding of various retirement plans and also be able to assist individuals to reach their planned retirement goals. Topics include introduction to wealth creation and retirement planning, wealth creation and taxation planning, superannuation, termination payment, retirement income streams and the role of the financial planner in pre-retirement counselling.

**Credit Points:** 12

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

**Required Reading:** BT Technical Team, 2001, *BT Super Book*, BT Funds Management, Australia.

**Assessment:** Mid-Term Examination, 20%; Final Examination, 50%; Assignments, 30%.

### **BE03446 FINANCIAL INSTITUTIONS AND MONETARY THEORY**

**Locations:** Footscray Park, City Flinders, Sunway University - Malaysia (KL), Liaoning University, China.

**Prerequisites:** BE01105 - ECONOMIC PRINCIPLES

**Description:** The unit of study focuses on the operation of the financial system and management of money in a real economy with special reference to Australia. Topics

include: the financial sector and the real economy; the evolution of the financial system; financial institutions financial instruments; efficiency of the financial sector; monetary theory; and monetary policy.

**Credit Points:** 12

**Learning Outcomes:** The learning outcomes for this unit are:

- develop an understanding of the operation of the financial system.
- develop an understanding of the link between the financial system and the real economy.
- further develop an understanding of monetary theory.
- Expand knowledge of operation of monetary policy.

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

**Required Reading:** Tom Valentine, Guy Ford and Richard Copp (2006) *Financial Markets and Institutions in Australia* Prentice Hall B Hunt and C Terry 5th Edition *Financial Institutions and Markets* Cengage Learning

**Assessment:** Assignment, 50%; Final examination, 50%. Note: Any hand-held calculators may be used in examinations. Examination, final exam, 50%. Assignment, assignment and class paper, 50%.

### **BE03447 COMMERCIAL BANKING AND FINANCE**

**Locations:** Footscray Park, City Flinders, Off-shore, Sunway-Malaysia..

**Prerequisites:** BE03446 - FINANCIAL INSTITUTIONS AND MONETARY THEORY

**Description:** This unit of study introduces students to a broader view of the changing commercial banking environment and to develop conceptual, analytical and decision making skills for the policy formulation and implementation areas in commercial banking and finance functions. Topics include: money flows in the economy; the nature of operation of intermediations; financial product and pricing policies; risk assessment and management; principles of lending and credit management; asset and liability management; prudential standards; regulation of the financial systems.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should:

- have developed conceptual, analytical and decision making skills for the policy formulation and implementation areas in commercial banking and finance functions;
- be able to understand commercial banking and finance information and data; and
- understand the changing commercial banking environment.

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

**Required Reading:** Anthony Saunders and Marcia Cornett (2008) 6th Edition *Financial Institutions Management: A Risk Management Approach* McGraw Hill and Irwin

**Assessment:** Other, Continual assessment comprising of workshops and critical reports regarding bank risk, 50%. Examination, Final examination, 50%.

## BEO4661 ADVANCED MACROECONOMICS

**Locations:**City Flinders.

**Prerequisites:**BEO1105 - ECONOMIC PRINCIPLES/BEO2263 - MACROECONOMIC ANALYSIS

**Description:**This unit of study provides a rigorous approach to macroeconomic analysis dealing in contemporary issues in the Australian economy. Topics include: alternative views of the business cycle; Keynesian theories of output fluctuations; comparisons of neo-classical and Keynesian models; aggregate supply function and the Keynesian model; theory of real business cycles and Lucas imperfect information model; staggered price adjustment; Fischer-Phelps and Taylor models; the slow growth model and theories of unemployment.

**Credit Points:**12

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

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

**Assessment:**Test, 20%; Project, 15%; Case study, 15%; Final examination, 50%.

## BEO4683 APPLIED ECONOMETRICS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to the methodology and the role of data analysis including the place of econometrics in an overall research strategy.

Topics include: econometric softwares; the classical linear regression model; properties of OLS and ML estimation and hypothesis testing and interval estimation; simultaneous equation models; diagnostic test statistics; ARCH and GARCH models; co-integration.

**Credit Points:**12

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

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

**Assessment:**Class assignments, 30%; Project and term paper presentation, 30%; Final examination, 40%.

## BEO5500 PROBABILITY AND DATA ANALYSIS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to develop skills in using and interpreting statistical data. Students will learn to manage and present data in a meaningful way in order to enable them to turn numbers into information. Topics include: introduction to unit of study and introduction to data sources; presentation of data; descriptive statistics for ungrouped data; descriptive statistics for grouped data; index numbers; and probability theory and applications.

**Credit Points:**12

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

**Required Reading:**Bowerman, B. and O'Connell, R.T., 1997, Applied Statistics: Improving Business Processes, Irwin, Chicago, USA.

**Assessment:**One two-hour examination, 50%; Class assignments, 50%.

## BEO5501 SAMPLING AND INFERENCE STATISTICS

**Locations:**City Flinders.

**Prerequisites:**BEO5500 Probability and Data Analysis.

**Description:**The aim of this unit of study is to introduce students to sampling and estimation issues and procedures. Topics to be covered include: sampling and sampling distributions; interval estimation; hypothesis testing; tests for normality; goodness of fit tests; tests of statistical independence; non-parametric statistics; statistical quality control and other sampling methods.

**Credit Points:**12

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

**Required Reading:**Bowerman, B. and O'Connell, R.T., 1997, Applied Statistics: Improving Business Processes, Irwin, Chicago.

**Assessment:**One two-hour examination, 50%; Class assignments, 50%.

## BEO5502 REGRESSION AND TIME SERIES MODELLING

**Locations:**City Flinders.

**Prerequisites:**BEO5501 Sampling and Inferential Statistics.

**Description:**The aim of this unit of study is to develop students' skill in the use of regression and time-series modelling. Topics to be covered include: introduction to analysis of variance; two-way analysis of variance; introduction to regression analysis; bivariate regression analysis; multiple regression models; other topics in multiple regression modelling; diagnostic testing of the regression model; time-series; and forecasting.

**Credit Points:**12

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

**Required Reading:**Studemund, A.H., 1994, Using Econometrics - A Practical Guide, Harper Collins, New York, USA.

**Assessment:**One two-hour examination, 50%; Class assignments, 50%.

## BEO5539 BUSINESS STATISTICS

**Locations:**City Flinders, SIC-Singapore, Beijing Jiaotong University-China, Sunway University-Malaysia (KL)..

**Prerequisites:**Nil.

**Description:**This unit of study provides students with statistical skills and techniques for the quantitative evaluation of data in business and economics applications. Topics include: turning numbers into management information; multiple regression and correlation; non-parametric statistical analyses; business forecasting; index numbers.

**Credit Points:**12

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

**Required Reading:**Levine, Stephan, Krehbiel, Berenson, Statistics for Managers, 3rd edition, 2002, Pearson Education.

**Assessment:**Assignments/assessable exercises, 40%; Final examination, 60%.

## BEO5551 ETHICS IN FINANCIAL MARKETS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with an understanding of the ethical issues relevant to financial markets, the growing need for the application of these principles, and the means to quantify and evaluate the benefits flowing from

their application. Topics covered will include: The Ethics of Ethical Investment; Implementing Ethical Investment Principles; Growth in Ethical Investment; Ethics and Initial Public Offerings (IPOs); Significant Ethical Issues and Good Governance; Corruption and the Breakdown of Ethics; The Cost of Corruption in Financial Markets; Ethics and Financial Markets Policy.

**Credit Points:** 12

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

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

**Assessment:** Assignments, 20%; Case study presentation, 20%; Term paper, 20%; Final examination, 40%.

## BEO5554 STATISTICAL DATA ANALYSIS FOR BUSINESS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Topics covered will include: Introduction to data types and sources. Processing of the data. Preliminary descriptive analysis. Probability theory and distributions. Testing for normality, Lognormal probability plot and relationships among the probability distributions. Sampling and sampling distributions. Sampling methods and the estimation of population parameters, Interval estimation and the hypothesis testing, Qualitative data and the non-parametric tests. Multiple regression, residual analysis, testing for significance. Quadratic regression model. Dummy-variable models. Time series analysis including the Holt-Winters method for trend fitting and forecasting. ARIMA type forecasting model.

**Credit Points:** 12

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

**Required Reading:** Brenson, M.L. and Levin, D.M. and Krehbiel, T.C., 2004, Basic Business Statistics - Concepts and Applications, 9th edition, Prentice-Hall, New Jersey. Wilson, J.H. and Keating, B., 2002, Business Forecasting, 4th edition, McGraw-Hill, New York.

**Assessment:** Project 1 - Questionnaire and describe the analysis of the questionnaire in successive steps, 25%; Project 2 - Time series, ARIMA-type forecasting models for business, 25%; Final examination (Open book), 50%.

## BEO5566 INTRODUCTORY ECONOMETRICS

**Locations:** City Flinders.

**Prerequisites:** BEO5554 - STATISTICAL DATA ANALYSIS FOR BUSINESS

**Description:** This unit of study explores the Single equation simple regression modelling, statistical concepts with illustration of business and economic models. Extension to multiple regression modelling with illustration of business and economic model. Special issues related estimation: Multicollinearity, Auto-correlation and Heteroskedasticity, and Special issues related to model specification: Functional forms, Variable selection, Use lagged variable and Using dummy variables.

**Credit Points:** 12

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

**Required Reading:** Maddala, G.S., 2001, Introduction to Econometrics, 3rd edn, J. Wiley.

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

## BEO5603 ECONOMETRICS AND FORECASTING

**Locations:** City Flinders.

**Prerequisites:** BEO5554 - STATISTICAL DATA ANALYSIS FOR BUSINESS BEO5566 - INTRODUCTORY ECONOMETRICS

**Description:** The aim of the unit of study is for familiarise students with the advancements in econometric modelling techniques and forecasting methods that are useful in analysing complex business and economic issues. Emphasis is on model specification, estimation, diagnostic testing and interpretation of estimates to address special issues in econometric modelling and forecasting. Topics include dynamic econometric models and panel data models, simultaneous equation models, and univariate forecasting models. Dynamic econometric modelling includes rationalisation of adaptive expectation and partial adjustments, distributed lag models and causality. Panel data modelling includes use of fixed effect estimation and random effect estimation. Simultaneous equation models consist of the identification problem and two-stage least squares approach. Univariate forecasting models consists of spurious regression and unit root concepts, and approaches to forecasting: smoothing techniques and ARIMA models.

**Credit Points:** 12

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

**Required Reading:** Maddala, G.S., 2001, Introduction to Econometrics, 3rd edn, J. Wiley.

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

## BEO5685 FINANCIAL INSTITUTIONS MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study provides an overview of asset/liability management in financial intermediaries. Topics covered include: Why are financial intermediaries special? The regulatory environment. Asset management, liquidity, the bond portfolio, the loan portfolio. Capital planning. Techniques of measuring and managing interest rate risk, dollar gap, duration gap, futures, options, and swaps. Assessing bank performance and efficiency issues.

**Credit Points:** 12

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

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

**Assessment:** Assignments and internal assessment, 40%; Presentation, 10%; Final examination, 50%.

## BEO5686 FINANCIAL DERIVATIVE MARKETS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study develops an understanding of the operation of financial markets and the various derivative products that are traded on these markets. These markets will be viewed from conceptual, analytical and decision-making perspectives.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will have a knowledge of: 1. Financial forward contracts, futures, options, and swaps; 2. How forward contracts, futures contracts, options, and swaps contracts work; 3. When and where these contracts are used; 4. How these contracts are priced.

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



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

**Required Reading:**Hull, J. 2009 5th edition Fundamentals of Futures and Options Markets Pearson Prentice Hall, New Jersey

**Assessment:**Project, Project and term paper presentation, 30%. Assignment, Class assignments, 30%. Examination, Final examination, 40%.

### **BE05687 PORTFOLIO MANAGEMENT AND PROTECTION**

**Locations:**City Flinders, Block mode teaching will be conducted in other major Australian cities..

**Prerequisites:**Nil.

**Description:**This unit emphasises the practice of portfolio construction, management and protection. The unit blends theory and applications to provide a managerial perspective of the entire investment management process; from the setting of portfolio objectives to the measurement of the performance of the portfolio.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students will be able to set appropriate portfolio objectives, the appropriate investment policy, understand the benefits of diversification (both domestic and international), and understand the implications of market efficiency with respect to capital markets. The use of security screening and other stock selection models will be understood by students completing the unit, as will the pricing and selection of bonds, and the role of real assets and alternative investments in the portfolio. Further, portfolio management and performance evaluation, fiduciary duties and responsibilities, as well as the ability to evaluate risks and methods of reducing risk in the financial portfolio will be understood by students.

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**Strong, Robert A (2009) 5th Edition Portfolio Construction, Management, and Protection Ohio, South-Western Bodie, Kane and Marcus (2008) 8th Edition Investments McGraw-Hill

**Assessment:**Examination, 2-hour exam, 40%. Project, Portfolio design (LiWC), 30%. Project, Portfolio evaluation (LiWC), 30%.

### **BE05688 STRATEGY FOR FINANCIAL INSTITUTIONS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit emphasises the development, practice, implementation and outcomes of superannuation fund strategy. The unit blends theory and practice to provide a managerial perspective of strategic management of superannuation funds.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students will be able to set an appropriate strategy for a superannuation fund. Students will be able to develop, implement and review strategic outcomes, making changes as appropriate and reacting to both internal and external forces.

**Class Contact:**3-hour weekly seminar, 12 weeks, total 36 hours; or burst mode (36 hours)

**Required Reading:**Fabozzi, Modigliani, Jones and Ferri (2002) 3rd Edition Foundations of Financial Markets and Institutions Prentice Hall Besanko, David et.al. (2009) Economics of Strategy McGraw-Hill. New York

**Assessment:**Examination, 2-hour open book exam, 40%. Project, Strategic paper development (LiWC), 50%. Presentation, Presentation of strategy (LiWC), 10%.

### **BE06501 QUANTITATIVE ANALYSIS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study develops practical skills in statistical and mathematical

techniques commonly used in business decision making. The emphasis is on computer generation of solutions to business problems. Topics include: probability distributions and tests of hypothesis; regression analysis; forecasting; index numbers; linear programming; network modelling; and waiting lines and queuing theory.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Use probability concepts to make business decisions using uncertain information;
- Model economic relationships using regression analysis and perform appropriate tests of hypotheses;
- Use time-series models to forecast future outcomes;
- Use a range of optimising techniques including linear programming, network analysis, PERT and inventory analysis;
- Use appropriate state of the art computer software in these tasks; and
- Report the results of statistical and mathematical analysis in suitably formatted documents.

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

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

**Assessment:**Case studies and continuous assessment, 50%; Final examination, 50%.

### **BE06617 BUSINESS RISK AND PLANNING**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide a framework for analysing key aspects of running a business, be it managing a section of a large firm, a small business or a one-person dealership. Topics include: introduction to insurance and risk management, business risk, managing business risk, market analysis, business planning, forecasting demand and growth, economics of business finance feasibility analysis, economics of market entry and economics of short-term and long-term resource allocation.

**Credit Points:**12

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

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

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

### **BE06618 RISK MODELS AND MANAGEMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to provide an outline of asset allocation at the macro and individual level in line with individual risk profile requirements, in relation to various individual financial objectives. Topics include: the distribution of asset returns, construction of share price indices, share price performance evaluations, random walk hypothesis, value at risk, binomial tree of stock prices, correlation, risk, risk models, risk management and planning, volatility estimates and forecasting.

**Credit Points:**12

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

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

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

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

### **BE08002 PHD (RESEARCH) (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to develop, under supervision, a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Credit Points:**48

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

### **BE08003 PHD (RESEARCH) (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to develop, under supervision, a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline with the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Credit Points:**24

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment:**Research thesis, 100%.

### **BE09800 RESEARCH THESIS (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-School understanding by the candidate of the field of study.

**Credit Points:**48

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

### **BE09801 RESEARCH THESIS (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to complete a significant research thesis in a

field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in-School understanding by the candidate of the field of study.

**Credit Points:**24

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment:**Research thesis, 100%.

# SCHOOL OF INTERNATIONAL BUSINESS

Below are details of courses offered by the School of International Business in 2013.

This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

## ASSOCIATE DEGREE IN CULINARY MANAGEMENT

**Course Code:**BADC

**Campus:**Footscray Nicholson.

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

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

**Course Duration:**2 years

**Admission Requirements Year 12:**High School or equivalent IELTS 6.0 or equivalent

**Admission Requirements Other:**As per existing University special admission requirements.

### COURSE STRUCTURE

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

#### Year 2, Semester 1

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

#### Year 2, Semester 2

BBB3100	BUSINESS INTEGRATED LEARNING	12
BHO2104	INTRODUCTION TO KITCHEN MANAGEMENT	12

BHO3433	FOOD AND BEVERAGE MANAGEMENT III	12
BHO3504	CULTURE AND IDENTITY	12

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

#### Year 1, Semester 1

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BHO1110	INTRODUCTION TO HOSPITALITY	12
BHO1114	CULINARY HEALTH, HYGIENE AND SAFETY	12
BHO1115	INTRODUCTION TO CULINARY TECHNOLOGIES	12

#### Year 1, Semester 2

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

## BACHELOR OF BUSINESS (INTERNATIONAL TRADE)

**Course Code:**BBAN

**Campus:**City Flinders, Off-shore, Sunway University College, Kuala Lumpur.

This course is for Continuing students only.

**About this course:**This course will provide students with a general business education in addition to specialist studies in international trade. You will develop the necessary skills to successfully operate in a variety of areas in the international economic and business environment.

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

**Careers:**The course prepares graduates to gain employment as in the international trade industry.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance

Rank (ENTER) and two-stage process with a middle-band of approximately 20%.  
Non-current year 12 applicants: ENTER and/or academic record\*.

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

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

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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

#### Specialisation Units of Study - International Trade

BE01252	INTERNATIONAL BUSINESS CONTEXT	12
BE02255	APPLIED STATISTICS FOR BUSINESS	12
BE03378	INTERNATIONAL ECONOMICS AND FINANCE	12
BE03430	INTERNATIONAL ECONOMIC ANALYSIS	12
BE03432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BE03517	INTERNATIONAL TRADE PRACTICES	12
BHO3373	INTERNATIONAL MARKETING	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

#### BACHELOR OF BUSINESS (MARKETING)

**Course Code:**BBBK

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

This course is for Continuing students only.

**About this course:**The course aims to equip students with the necessary abilities to perform a wide range of marketing careers. It also provides students with sound business skills.

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. As from 2011, the course total of 24 units of study is comprised of 7 Core, 7 Specialisation and 7 Elective units, plus Professional Development 1, Professional Development 2 and either Business Integrated Learning or Professional Development 3. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

#### Specialisation Units of Study - Marketing

BHO2257	ADVERTISING AND MARKETING COMMUNICATIONS	12
BHO2259	PRODUCT AND SERVICES INNOVATIONS	12
BHO2285	MARKETING RESEARCH	12
BHO2434	CONSUMER BEHAVIOUR	12
BHO3254	ADVANCED MARKETING RESEARCH	12
BHO3435	MARKETING PLANNING AND STRATEGY	12
BHO3439	MARKETING SERVICES AND EXPERIENCES	12

#### Elective Units of Study

Seven approved electives

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2001	PROFESSIONAL DEVELOPMENT 2	12
AND either		
BFP3001	PROFESSIONAL DEVELOPMENT 3	12
or		
BBB3100	BUSINESS INTEGRATED LEARNING	12

### BACHELOR OF BUSINESS (CULINARY MANAGEMENT)

**Course Code:**BBCU

**Campus:**Footscray Nicholson, Footscray Park.

This course is for Continuing students only.

**About this course:**The BBus. (Culinary Management) will provide an advanced foundation qualification for those seeking a career as executive chef / kitchen manager / foodservice manager. The program has an embedded Certificate III Hospitality (Commercial Cookery) which is the base qualification for those seeking employment as cooks and chefs in Australia. Beyond the technical skills of the Cert. III, the HE units of this program introduce the students to higher order generalist

managerial principles and practices as well as hospitality and culinary specific management principles and practices.

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**High School or equivalent, or successful completion of the Associate Degree in Culinary Management.

**Admission Requirements Other:**As per existing University special admission requirements.

#### COURSE STRUCTURE

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

##### Year 1, Semester 1

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BHO1110	INTRODUCTION TO HOSPITALITY	12
BHO1114	CULINARY HEALTH, HYGIENE AND SAFETY	12
BHO1115	INTRODUCTION TO CULINARY TECHNOLOGIES	12

##### Year 1, Semester 2

BHO1116	INTRODUCTION TO KITCHEN OPERATIONS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
BA01101	ACCOUNTING FOR DECISION MAKING	12

##### Year 2, Semester 1

BFP2001	PROFESSIONAL DEVELOPMENT 2	12
BHO2103	ADVANCED KITCHEN OPERATIONS	12

BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES 12

BHO3473 HUMAN RELATIONS 12

Year 2, Semester 2

BBB3100 BUSINESS INTEGRATED LEARNING 12

BHO2104 INTRODUCTION TO KITCHEN MANAGEMENT 12

BHO3433 FOOD AND BEVERAGE MANAGEMENT III 12

BHO3504 CULTURE AND IDENTITY 12

Year 3, Semester 1

BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12

BEO1105 ECONOMIC PRINCIPLES 12

BEO1106 BUSINESS STATISTICS 12

BHO2434 CONSUMER BEHAVIOUR 12

Year 3, Semester 2

BLO1105 BUSINESS LAW 12

BHO2301 SUSTAINABLE OPERATIONS 12

BHO3301 HOSPITALITY TECHNOLOGY 12

BHO3505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM 12

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

## BACHELOR OF BUSINESS (EVENT MANAGEMENT)

**Course Code:**BBEV

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**You will develop a thorough understanding of business management with specialist knowledge of the event industry. You will learn to contribute to the strategic and operational planning, execution, marketing and financial management of business and leisure events.

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

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

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*.

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

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

### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective, 2 Professional Development and 1 Business Integrated Learning units. All units selected are subject to approval by the course coordinator. Students will also have the option of completing two Work Integrated Learning units by substituting BFP2001 Professional Development 2 and BBB3100 Business Learning Integrated Learning with BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 with the approval of the course coordinator. This option extends the duration of the course to 4 years.

#### Core Units of Study

BAO1101 ACCOUNTING FOR DECISION MAKING 12

BCO1102 INFORMATION SYSTEMS FOR BUSINESS 12

BEO1105 ECONOMIC PRINCIPLES 12

BEO1106 BUSINESS STATISTICS 12

BHO1171 INTRODUCTION TO MARKETING 12

BLO1105 BUSINESS LAW 12

BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR 12

#### Specialisation Units of Study - Event Management

BHO2301 SUSTAINABLE OPERATIONS 12

BHO2422 EVENT CREATION AND DESIGN 12

BHO2432	INTRODUCTION TO EVENTS	12
BHO3420	EVENT OPERATIONS	12
BHO3421	BUSINESS EVENTS	12
BMO3405	LIVE PERFORMANCE MANAGEMENT	12
BHO3510	HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT	12

Elective Units of Study

Seven approved electives

Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12

Business Integrated Learning Unit of Study

BBB3100	BUSINESS INTEGRATED LEARNING	12
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## BACHELOR OF BUSINESS (HOSPITALITY MANAGEMENT)

**Course Code:**BBHM

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

This course is for Continuing students only.

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

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

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

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to

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

### COURSE STRUCTURE

The course is offered over four years on a full-time basis and includes a compulsory year of Co-operative Education. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate. As from 2010, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 1 Professional Development + 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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

#### Specialisation Units of Study - Hospitality

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

Electives

Seven approved electives

Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
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Work Integrated Learning Units of Study

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

## BACHELOR OF BUSINESS (INTERNATIONAL BUSINESS)

**Course Code:**BBIB

**Campus:**Werribee, City Flinders.

This course is for Continuing students only.

**About this course:**This course will provide students with an in-depth study of international business operations and management covering international trade, law, marketing, electronic commerce, finance and international management.

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

**Careers:**The course prepares graduates to gain employment in the international business operations and management industries.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \*

Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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

BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
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#### Specialisation Units of Study - International Business

BAO3402	INTERNATIONAL BANKING AND FINANCE	12
BCO2501	ELECTRONIC COMMERCE BUSINESS INTERFACES	12
BE01252	INTERNATIONAL BUSINESS CONTEXT	12
BE03432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BHO3373	INTERNATIONAL MARKETING	12
BLB4141	INTERNATIONAL TRADE LAW	12
BMO3352	INTERNATIONAL MANAGEMENT	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2001	PROFESSIONAL DEVELOPMENT 2	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

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

## BACHELOR OF BUSINESS (INTERNATIONAL HOSPITALITY MANAGEMENT)

**Course Code:**BBIH

**Campus:**Footscray Park.

This course is for Continuing students only.

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

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



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

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

## COURSE STRUCTURE

The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic and Co-operative Education in order to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Hospitality Specialisation, 7 Hotel and Catering Specialisation, 1 Professional Development and 2 Work Integrated Learning units. All units selected are subject to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 HandBook.

### Core Units of Study

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

### Specialisation Units of Study - Hospitality

BHO1110	INTRODUCTION TO HOSPITALITY	12
BHO1121	FOOD AND BEVERAGE MANAGEMENT I	12
BHO1122	FOOD AND BEVERAGE MANAGEMENT II	12
BHO2282	ACCOMMODATION MANAGEMENT	12

BHO3311	YIELD MANAGEMENT	12
BHO3473	HUMAN RELATIONS	12
BHO3501	HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT	12

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

BHO3433	FOOD AND BEVERAGE MANAGEMENT III	12
BHO2301	SUSTAINABLE OPERATIONS	12
BHO2505	INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM	12
BHO3306	CASINO AND GAMING MANAGEMENT	12
BHO3310	PROFESSIONAL WINE AND BEVERAGE STUDIES	12
BHO3504	CULTURE AND IDENTITY	12
BHO3507	INTERNATIONAL TRENDS AND ISSUES	12

### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
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### Work Integrated Learning Units of Study

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

## BACHELOR OF BUSINESS (MARKETING)/BACHELOR OF PSYCHOLOGICAL STUDIES

**Course Code:**BBMP

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**This course prepares students for successful marketing careers and provides students with an understanding of the principles of psychology and how these can be applied to marketing.

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

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

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate. The course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core, 7 Specialisation Marketing and 2 Professional Development) and 16 Psychology / Arts Units of Study. All units selected are subject to approval by the course coordinator.

#### Core Business Units of Study

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

#### Specialisation Units of Study - Marketing

BHO2257	ADVERTISING AND MARKETING COMMUNICATIONS	12
BHO2259	PRODUCT AND SERVICES INNOVATIONS	12
BHO2285	MARKETING RESEARCH	12
BHO2434	CONSUMER BEHAVIOUR	12
BHO3254	ADVANCED MARKETING RESEARCH	12
BHO3435	MARKETING PLANNING AND STRATEGY	12
BHO3439	MARKETING SERVICES AND EXPERIENCES	12

#### Professional Development Business Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2001	PROFESSIONAL DEVELOPMENT 2	12

#### Specialisation Units of Study - Arts

APP1012	PSYCHOLOGY 1A	12
APP1013	PSYCHOLOGY 1B	12
APP2013	PSYCHOLOGY 2A	12
APP2101	INTERCULTURAL AND DEVELOPMENTAL ISSUES IN PSYCHOLOGY	12
APP2014	PSYCHOLOGY 2B	12
APP3035	RESEARCH METHODS IN PSYCHOLOGY	12
APP3036	HISTORY AND THEORIES IN PSYCHOLOGY	12
APP3037	CLINICAL ASPECTS OF PSYCHOLOGY	12
APP3023	PSYCHOLOGICAL ISSUES IN THE WORKPLACE	12

#### Arts Electives

Five Arts electives and two Psychology electives

### BACHELOR OF BUSINESS (MUSIC INDUSTRY)

**Course Code:**BBMS

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**This course will provide students with the ability to manage a range of music genres and performance methods in a variety of forms, locations, style and scale. Graduates will demonstrate specialist business management knowledge and skills enabling them to communicate with participants within the industry and beyond, and successfully plan and develop music business and promotion with entrepreneurial flair.

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

**Careers:**The course prepares graduates to gain employment in the music industry.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \*Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English

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

## COURSE STRUCTURE

Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

### Core Units of Study

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

### Specialisation Units of Study - Music Industry

BEO2403	INTRODUCTION TO MUSIC BUSINESS	12
BEO3404	INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY	12
BEO3408	MUSIC PUBLISHING AND RECORDING	12
BHO2405	MUSIC MARKETING	12
BLO2401	MUSIC INDUSTRY LAW	12
BMO2402	MUSIC INDUSTRY MANAGEMENT	12
BMO3405	LIVE PERFORMANCE MANAGEMENT	12

### Electives

Seven approved electives.

### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2001	PROFESSIONAL DEVELOPMENT 2	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF BUSINESS (RETAIL COMMERCE)

Course Code:BBTC

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

This course is for Continuing students only.

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

**Course Objectives:**This course aims to provide you with a thorough understanding of the commercial realities of the retail industry, with the aim of managing retail operations. You will learn to assess the impact of global trends on retail, as well as the business and customer cycles of a multi-faceted industry, and the provision of retail services.

**Careers:**The course prepares graduates to gain employment in the retail commerce industry.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*.

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

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

## COURSE STRUCTURE

Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

### Core Units of Study

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

BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

Specialisation Units of Study - Retail Commerce

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

Electives

Seven approved electives.

Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

**BACHELOR OF BUSINESS (HOSPITALITY/TOURISM MANAGEMENT)**

**Course Code:**BBTH

**Campus:**Footscray Park, HKIT-Hong Kong, Angell Business School Freiburg Germany..

This course is for Continuing students only.

**About this course:**This course prepares students for successful management careers across the broad spectrum of the hospitality and tourism industries. Successful graduates will be able to pursue career opportunities as operations and general managers in a variety of settings such as destination management organisations, travel company managers, hotels and resorts.

**Course Objectives:**You will develop a specialist understanding of and acquire the skills for large scale and boutique hospitality operations, typically resorts within tourist destinations. You will be recognised for your ability to combine the service aspects of hospitality with the personal nature of the tourist experience. Our graduates will gain employment in hospitality organisations within established tourism destinations in positions such as guest services, tour guiding and resorts at operational and managerial levels.

**Careers:**Our graduates will gain employment in hospitality organisations within established tourism destinations in positions such as guest services, tour guiding and resorts at operational and managerial levels.

**Course Duration:**4 years

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

12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).  
Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.  
Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

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

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

COURSE STRUCTURE

The course is offered over four years on a full-time basis or part-time equivalent and includes a compulsory year of Co-operative Education. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate. As from 2010, the course total of 24 Units of Study for a combined degree is comprised of 7 Core + 7 Specialisation One + 7 Specialisation Two + 1 Professional Development + 2 Work Integrated Learning units.

Core Units of Study

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

Specialisation Units of Study - Tourism Management

BHO1190	INTRODUCTION TO TOURISM	12
BHO2193	TOURISM PRODUCT DESIGN AND DELIVERY	12
BHO2255	TOURISM ENTERPRISE MANAGEMENT	12
BHO2301	SUSTAINABLE OPERATIONS	12
BHO3499	MANAGING SUSTAINABLE DESTINATIONS	12

BHO3507	INTERNATIONAL TRENDS AND ISSUES	12
BHO3510	HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT	12
Specialisation Units of Study - Hospitality		
BHO1110	INTRODUCTION TO HOSPITALITY	12
BHO1121	FOOD AND BEVERAGE MANAGEMENT I	12
BHO1122	FOOD AND BEVERAGE MANAGEMENT II	12
BHO2282	ACCOMMODATION MANAGEMENT	12
BHO3311	YIELD MANAGEMENT	12
BHO3473	HUMAN RELATIONS	12
BHO3501	HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT	12
Professional Development Units of Study		
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
Work Integrated Learning Units of Study		
BBB3001	CO-OPERATIVE EDUCATION 1	12
BBB3002	CO-OPERATIVE EDUCATION 2	12

## BACHELOR OF BUSINESS (TOURISM MANAGEMENT)

**Course Code:**BBTM

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**The goal of this course is to equip you with a specialist understanding of tourism including tourism products, complemented by a thorough understanding of business management. You will learn to develop, operate, manage and market sustainable tourism businesses and destinations.

**Course Objectives:**Students will develop the knowledge and ability to develop, operate, manage and market sustainable tourism businesses and destinations. The goal of the course is to help students develop a broad business knowledge of the major operating areas of the tourism industry and enable them to pursue a broad spectrum of tourism management careers.

**Careers:**Our graduates gain employment in both public and private tourism sectors. This may include national, state or local destination management organisations, tourism transport operations, tour operations, resort hotels and airlines.

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

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

### COURSE STRUCTURE

The course is offered over four years on a full-time basis and includes a compulsory year of Co-operative Education. Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study and Co-operative Education in order to graduate. As from 2010, the course total of 24 units of study is comprised of 7 Core, 7 Specialisation, 7 Elective, 1 Professional Development and 2 Work Integrated Learning units. All units selected are subject to the approval of the course co-ordinator.

#### Core Units of Study

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

#### Specialisation Units of Study - Tourism Management

BHO1190	INTRODUCTION TO TOURISM	12
BHO2193	TOURISM PRODUCT DESIGN AND DELIVERY	12
BHO2255	TOURISM ENTERPRISE MANAGEMENT	12
BHO2301	SUSTAINABLE OPERATIONS	12
BHO3510	HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT	12
BHO3499	MANAGING SUSTAINABLE DESTINATIONS	12
BHO3507	INTERNATIONAL TRENDS AND ISSUES	12

#### Electives

Seven approved electives

## Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
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## Work Integrated Learning Units of Study

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

## BACHELOR OF BUSINESS (TOURISM MANAGEMENT) / BACHELOR OF INTERNATIONAL STUDIES

**Course Code:**BBTT

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**The course aims to provide students with a sound business management education with particular in-depth knowledge and skills about the world outside Australia. Areas of study include knowledge of other societies and cultures, intercultural communication skills, knowledge of the economic, political and historical context of international regions and countries.

**Course Objectives:**You will understand the concept of cultural competence and its application in intercultural encounters. This will be achieved through knowledge of globalisation and the impacts of political, cultural and environmental dimensions on tourism management and operations. Our graduates gain employment in fields such as international relations, culture and heritage tourism, strategic tourism management and Pacific Rim tourism.

**Careers:**Our graduates gain employment in fields such as international relations, culture and heritage tourism, strategic tourism management and Pacific Rim tourism.

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

## COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate. The course total of 32 Units of Study for a double degree is comprised of 16 Business Units of Study (7 Core, 7 Specialisation Tourism Management and 2 Professional Development) and 16 International Studies Units of Study (4 Core, 6 Specialisation

International Studies and 6 Elective). All units selected are subject to approval by the course coordinator.

## Core Business Units of Study

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

## Specialisation Units of Study - Tourism Management

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

## Business Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2001	PROFESSIONAL DEVELOPMENT 2	12

## Core International Studies Units of Study

ACX1000	COMMUNICATING TRANSCULTURALLY	12
AAP3014	DIMENSIONS OF GLOBAL POLITICS	12
ASX3500	INTERNATIONAL INTERDISCIPLINARY PROJECT	12
ASX3001	INTERNATIONAL STUDIES: PROFESSIONAL LEARNING	12

## Specialisation Units of Study - International Studies

6 units selected from one of the following specialisation sequences offered by the Faculty of Arts, Education and Human Development (FAEHD):

Advanced English for speakers of other languages

Asian Studies

Political Science	BH05624	SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT	12
Sociology	BH05608	HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT	12
Vietnamese	BH05616	HOSPITALITY, TOURISM AND EVENTS MARKETING	12
Any other Language offered at another tertiary institution (as approved by coordinator). For details on these specialisations, please refer to the FAEHD section of this Handbook.	BH05568	HOSPITALITY OPERATIONS MANAGEMENT	12
	BH05567	HOSPITALITY PROPERTY DEVELOPMENT	12

#### Elective Units of Study - International Studies

6 units approved by the course coordinator. Electives can be additional units from one or more of the above specialisations or other units from across the university that have an international focus.

### MASTER OF BUSINESS (HOSPITALITY MANAGEMENT)

**Course Code:**BMAM

**Campus:**City Flinders.

This course is for Continuing students only.

**About this course:**This course covers hospitality operations management and development, drawing on the disciplines of business administration, accounting, marketing and human resources. It is designed for middle-level managers who hold a strong first degree.

**Course Objectives:**The course aims to develop the analytical and research skills of actual and potential managers to enable them to better manage within a corporate environment.

**Careers:**Hospitality management.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with hospitality management, or in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

BA05701	ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM	12
BH05623	ADVANCED YIELD MANAGEMENT	12
BH05613	APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM	12

BH05624	SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT	12
BH05608	HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT	12
BH05616	HOSPITALITY, TOURISM AND EVENTS MARKETING	12
BH05568	HOSPITALITY OPERATIONS MANAGEMENT	12
BH05567	HOSPITALITY PROPERTY DEVELOPMENT	12

plus either

Coursework Stream

Select four units of study from the following:

BH05506	ADVANCED WINE AND BEVERAGE MANAGEMENT	12
BH05607	CASINO AND GAMING OPERATIONS MANAGEMENT	12
BH05718	CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM	12
BH05501	ELECTRONIC MARKETING	12
BH06666	GLOBAL MARKETING MANAGEMENT	12
BH05618	THE EVENTS ENVIRONMENT	12
BH05621	HOSPITALITY, TOURISM AND EVENTS PROJECT	12
BH05575	NATIONAL CULTURES AND IDENTITIES	12
BH05615	PRODUCT INNOVATION IN HOSPITALITY AND TOURISM	12
BH06720	THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL	12

OR

Thesis Stream

BH07742	BUSINESS RESEARCH METHODS	12
BH07700	THESIS (FULL TIME)	36
or		
BH07701	THESIS (PART TIME)	18

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

### MASTER OF BUSINESS (MARKETING)

**Course Code:**BMBK

**Campus:**City Flinders.

**Course Objectives:**The course aims to develop an awareness of the processes of problem solving and decision making in marketing, equip students with the skills

necessary to commission, design, conduct and interpret market research, and to make students aware of the nature of major global economic issues and their implications for marketing strategies.

**Careers:**Marketing and management.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with marketing or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

#### Core Units of Study

BH06505	MARKETING MANAGEMENT	12
BH05574	CONSUMER BEHAVIOUR	12
BH05583	MARKETING RESEARCH	12
BH05525	MARKETING STRATEGY	12

Electives - select four units of study from:

BH05501	ELECTRONIC MARKETING	12
BH05503	MARKETING COMMUNICATION	12
BH05502	SERVICES AND RELATIONSHIP MARKETING	12
BH05504	BRAND AND PRODUCT MANAGEMENT	12
BH06666	GLOBAL MARKETING MANAGEMENT	12
BH05505	BUSINESS TO BUSINESS MARKETING	12
BH05572	LOGISTICS	12

plus either:

Four other approved units of study

OR

BH07742	BUSINESS RESEARCH METHODS	12
BH07700	THESIS (FULL TIME)	36

or

BH07701	THESIS (PART TIME)	18
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On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Marketing. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

#### MASTER OF BUSINESS (EVENT MANAGEMENT)

**Course Code:**BMEM

**Campus:**City Flinders, IUAS-Germany..

This course is for Continuing students only.

**About this course:**This course provides students with a broad understanding of event management and management issues involved in the related industries of arts, business, entertainment, sport and tourism.

**Course Objectives:**The course will emphasise a multidisciplinary approach to the development of high order event management skills and competencies, focused particularly on major events, conferences and meetings, incentives and exhibitions, trade shows, festivals, and major sporting events.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

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

#### Coursework Option

BA05505	ACCOUNTING FOR EVENTS	12
BM05401	SPECIAL EVENT MANAGEMENT	12
BH05616	HOSPITALITY, TOURISM AND EVENTS MARKETING	12
BH05617	PRODUCING CREATIVE EVENTS	12
BE05408	EVENT EVALUATION AND LEGACY	12
BH05618	THE EVENTS ENVIRONMENT	12
BH05619	BUSINESS EVENTS IN THE GLOBAL CONTEXT	12
BM06623	STRATEGIC ANALYSIS AND DECISION MAKING	12



BH05621 HOSPITALITY, TOURISM AND EVENTS PROJECT 12

plus three Electives offered by the Faculty of Business and Law and approved by the Course Co-ordinator

or

Thesis Option

BA05505 ACCOUNTING FOR EVENTS 12

BE05408 EVENT EVALUATION AND LEGACY 12

BH05616 HOSPITALITY, TOURISM AND EVENTS MARKETING 12

BH05618 THE EVENTS ENVIRONMENT 12

BH05617 PRODUCING CREATIVE EVENTS 12

BM05401 SPECIAL EVENT MANAGEMENT 12

BM06623 STRATEGIC ANALYSIS AND DECISION MAKING 12

BH05619 BUSINESS EVENTS IN THE GLOBAL CONTEXT 12

BH07742 BUSINESS RESEARCH METHODS 12

and Thesis either full-time or part-time

BH07700 THESIS (FULL TIME) 36

BH07701 THESIS (PART TIME) 18

On completion of 4 approved units of study, students can choose to exit the program with the Graduate Certificate in Event Management. On completion of 8 approved units of study, students can exit the program and be eligible for Graduate Diploma in Event Management.

### MASTER OF BUSINESS (HOSPITALITY MANAGEMENT) (PROFESSIONAL PRACTICE)

**Course Code:**BMHP

**Campus:**City Flinders.

This course is for Continuing students only.

**About this course:**This program is a career conversion course, enabling those who have completed a tertiary qualification in a related field to embark on a hospitality career by providing a blend of applied and management skills.

**Course Objectives:**The course aims to provide graduates of other disciplines with a fast track into the hospitality industry. The course offers compulsory business units of study with a hospitality specialisation and advanced hospitality studies for students who wish to commence a career in the hospitality industry.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a degree or equivalent qualification. In the absence of formal qualifications an applicant must have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating

equivalence, overseas students must provide evidence of proficiency in the English language: · International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

### COURSE STRUCTURE

All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

#### Compulsory Units of Study

BA05701 ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM 12

BH05608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT 12

BH05616 HOSPITALITY, TOURISM AND EVENTS MARKETING 12

BH05520 INTRODUCTION TO HOSPITALITY INDUSTRY 12

BH05521 FOOD AND BEVERAGE STUDIES I 12

BH05522 FOOD AND BEVERAGE STUDIES II 12

BH05586 ACCOMMODATION STRUCTURE AND ORGANISATION 12

BH05567 HOSPITALITY PROPERTY DEVELOPMENT 12

BH05621 HOSPITALITY, TOURISM AND EVENTS PROJECT 12

plus three of the following:

BH05568 HOSPITALITY OPERATIONS MANAGEMENT 12

BH05623 ADVANCED YIELD MANAGEMENT 12

BL05550 LAW FOR THE HOSPITALITY INDUSTRY 12

BH05624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT 12

BH05613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM 12

BH06720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL 12

BH05615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM 12

BH05607 CASINO AND GAMING OPERATIONS MANAGEMENT 12

BH05506 ADVANCED WINE AND BEVERAGE MANAGEMENT 12

BH05718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM 12

On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Hospitality Management (Professional Practice). On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (TOURISM MANAGEMENT)

**Course Code:**BMTM

**Campus:**City Flinders.

This course is for Continuing students only.

**About this course:**The course aims to provide students with the skills, knowledge and understanding of the theories and issues surrounding workplace conflict resolution and to enable them to practise as professionals in the field.

**Course Objectives:**The course aims to develop the skills of tourism developers and administrators at the postgraduate level.

**Careers:**Tourism management.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: · International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

### COURSE STRUCTURE

All units of study carry a value of 12 credit points with the exception of the thesis which carries a total value of 36 credit points. Students must complete 144 credit points through academic study in order to graduate.

Core units of study

BA05701	ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM	12
BH05608	HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT	12
BH05616	HOSPITALITY, TOURISM AND EVENTS MARKETING	12
BH05613	APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM	12

Tourism Specialisation

BH05717	SUSTAINABLE DESTINATION MANAGEMENT	12
BH05605	INTERNATIONAL TOURISM MANAGEMENT	12
BH05621	HOSPITALITY, TOURISM AND EVENTS PROJECT	12
BH05718	CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM	12

plus either:

Coursework Option

Select four units from:

BE06704	TOURISM ECONOMICS	12
BH06720	THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL	12
BH05615	PRODUCT INNOVATION IN HOSPITALITY AND TOURISM	12
BH05618	THE EVENTS ENVIRONMENT	12
BH05619	BUSINESS EVENTS IN THE GLOBAL CONTEXT	12
BM05401	SPECIAL EVENT MANAGEMENT	12
BE05407	ECONOMIC IMPACTS OF EVENTS	12
BH05607	CASINO AND GAMING OPERATIONS MANAGEMENT	12
BH05575	NATIONAL CULTURES AND IDENTITIES	12
BH05624	SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT	12
BH05623	ADVANCED YIELD MANAGEMENT	12
BM06511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12

OR

Thesis Option

BH07742	BUSINESS RESEARCH METHODS	12
BH07700	THESIS (FULL TIME)	36
BH07701	THESIS (PART TIME)	18

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

## MASTER OF BUSINESS (TOURISM AND EVENT MANAGEMENT)

**Course Code:**BMTV

**Campus:**City Flinders.

This course is for Continuing students only.

**Course Objectives:**The course aims to provide students with the specialist professional skills and knowledge to work in the tourism and events sectors, underpinned by a strong business focus.

**Careers:**Tourism management and event management.

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with tourism and/or event management or, in the absence of formal qualifications, have such

training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points. Students must complete 144 credit points through academic study in order to graduate.

##### Tourism Specialisation

BAO5701	ACCOUNTING FOR DECISION MAKING IN HOSPITALITY AND TOURISM	12
BHO5605	INTERNATIONAL TOURISM MANAGEMENT	12
BHO5608	HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT	12
BHO5613	APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM	12

Plus two of the following units

BHO5621	HOSPITALITY, TOURISM AND EVENTS PROJECT	12
BHO5717	SUSTAINABLE DESTINATION MANAGEMENT	12
BHO5718	CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM	12

##### Event Management Specialisation

BMO5401	SPECIAL EVENT MANAGEMENT	12
BHO5619	BUSINESS EVENTS IN THE GLOBAL CONTEXT	12
BLO5406	LAW FOR EVENTS	12
BE05407	ECONOMIC IMPACTS OF EVENTS	12
BMO5602	BUSINESS PROJECT MANAGEMENT	12

Plus one of the following units:

BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6622	MANAGING INNOVATION AND ENTREPRENEURSHIP	12

#### DOCTOR OF PHILOSOPHY

**Course Code:** BPHH

**Campus:** City Flinders.

**About this course:** The Doctor of Philosophy undertaken purely by research is available within the School of International Business. Staff with suitable qualifications and proven research skills supervise students undertaking hospitality, tourism and marketing related projects.

**Course Objectives:-**

**Course Duration:** 4 years

**Admission Requirements Year 12:** Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

#### COURSE STRUCTURE

The course comprises a research thesis.

BHO8002	PHD (RESEARCH) (FULL TIME)	48
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OR

BHO8003	PHD (RESEARCH) (PART TIME)	24
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#### MASTER OF BUSINESS [BY RESEARCH]

**Course Code:** BRAH

**Campus:** City Flinders.

**Course Objectives:** The Master of Business by Research can be offered by the School of Hospitality, Tourism and Marketing. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration:** 2 years

#### COURSE STRUCTURE

The course normally requires two years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 192 credit points.

BHO9800	RESEARCH THESIS (FULL TIME)	48
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OR

BHO9801	RESEARCH THESIS (PART TIME)	24
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# SPECIALISATIONS

## BSPCUL CULINARY MANAGEMENT

**Locations:**Footscray Park, City Flinders

The Culinary Management specialisation is offered in affiliation with Le Cordon Bleu International for international onshore students only. The specialisation will provide students with an advanced foundation for those seeking a career as executive chef, kitchen manager or foodservice manager.

**Specialisation Requirements** This specialisation is only available to International Onshore Students. Students are required to successfully complete all seven units of study.

BH01110	INTRODUCTION TO HOSPITALITY	12
BH01114	CULINARY HEALTH, HYGIENE AND SAFETY	12
BH01115	INTRODUCTION TO CULINARY TECHNOLOGIES	12
BH01116	INTRODUCTION TO KITCHEN OPERATIONS	12
BH02103	ADVANCED KITCHEN OPERATIONS	12
BH02104	INTRODUCTION TO KITCHEN MANAGEMENT	12
BH03433	FOOD AND BEVERAGE MANAGEMENT III	12

## BSPEVM EVENT MANAGEMENT

**Locations:**Footscray Park, City Flinders, Off-shore

Gain the skills to design, plan, create, implement, manage, and market events of all shapes and sizes. You will examine the scope of the events industry, learn how to manage events in a sustainable manner, and evaluate event outcomes. Building on your capability to work independently and in team settings, the Bachelor of Business Event Management specialisation will help you gain strong analytical, written, verbal and interpersonal skills.

**Specialisation Requirements** Students are required to successfully complete all seven units of study. Further, It is compulsory for students to complete at least one Work Integrated Learning unit (BBB 3100 Business Integrated Learning). There is the option of completing two Work Integrated Learning units (BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2) in substitution for BBB3100 Business Integrated Learning and one Elective Unit. This option extends the duration of the course to 4 years. Students need to register on-line for Co-operative Education and be prepared to undertake the Work Integrated Learning/Co-operative Education Preparation Program in Year 2. (Contact the Centre in G348/FP for details and refer to the Faculty Timetable).

BH02301	SUSTAINABLE OPERATIONS	12
BH02422	EVENT CREATION AND DESIGN	12
BH02432	INTRODUCTION TO EVENTS	12
BH03420	EVENT OPERATIONS	12
BH03421	BUSINESS EVENTS	12

BM03405	LIVE PERFORMANCE MANAGEMENT	12
BH03510	HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT	12

## BSPHOS HOSPITALITY MANAGEMENT

**Locations:**Footscray Park, City Flinders, Off-shore

Reach your career goals in the hospitality industry with the Bachelor of Business Hospitality specialisation. You'll learn about the pricing system employed in hospitality organisations, and the process of planning, developing and evaluating hospitality facilities through market demand analysis and feasibility studies. You will also learn about the principles and practices of food and beverage management, and operational requirements of accommodation businesses. You'll also benefit from the compulsory one-year, full-time co-operative education component in your third year, allowing you to apply your new skills in a real work environment.

Students are required to successfully complete all seven units of study. Further, those who choose to study this specialisation must complete a year of compulsory industry experience by undertaking BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 as part of the Bachelor of Business program. This will extend the length of the program by 1 year. Students need to register on-line for Co-operative Education and be prepared to undertake the Work Integrated Learning/Co-operative Education Preparation Program in Year 2. (Contact the Centre in G348/FP for details and refer to the Faculty Timetable).

BH01110	INTRODUCTION TO HOSPITALITY	12
BH01121	FOOD AND BEVERAGE MANAGEMENT I	12
BH01122	FOOD AND BEVERAGE MANAGEMENT II	12
BH02282	ACCOMMODATION MANAGEMENT	12
BH03311	YIELD MANAGEMENT	12
BH03473	HUMAN RELATIONS	12
BH03501	HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT	12

## BSPIBU INTERNATIONAL BUSINESS

**Locations:**Footscray Park, City Flinders, Off-shore

Develop in-depth knowledge of international business operations and management with the Bachelor of Business International Business specialisation.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BA03402	INTERNATIONAL BANKING AND FINANCE	12
BC02501	ELECTRONIC COMMERCE BUSINESS INTERFACES	12
BE01252	INTERNATIONAL BUSINESS CONTEXT	12
BE03432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BH03373	INTERNATIONAL MARKETING	12
BLB4141	INTERNATIONAL TRADE LAW	12

BMO3352 INTERNATIONAL MANAGEMENT 12

### **BSPiHM INTERNATIONAL HOSPITALITY MANAGEMENT**

**Locations:**Werribee, Footscray Park, City Flinders, Off-shore

Expand your hospitality career options with the Bachelor of Business International Hospitality Management specialisation. Gain insights into product and service development innovation, and dealing with stakeholders from various cultural backgrounds. Through this specialisation, you'll acquire up-to-date knowledge of key industry trends and issues, and an understanding of the major operational, managerial and strategic areas of the hospitality industry. You'll also benefit from the compulsory one year full-time cooperative education component, allowing you to apply new skills in a real work environment.

**Specialisation Requirements** Students who choose to study this specialisation must also complete the specialisation units for the Hospitality specialisation. In effect, the International Hospitality Management specialisation comprise of 14 specialisation units of study. Further, those who choose to study this specialisation must complete a year of compulsory industry experience by undertaking BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 in place of BFP3001 Professional Development 3 as part of the Bachelor of Business program. This will extend the length of the program by 1 year.

BHO2301 SUSTAINABLE OPERATIONS 12

BHO2505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM 12

BHO3306 CASINO AND GAMING MANAGEMENT 12

BHO3310 PROFESSIONAL WINE AND BEVERAGE STUDIES 12

BHO3433 FOOD AND BEVERAGE MANAGEMENT III 12

BHO3504 CULTURE AND IDENTITY 12

BHO3507 INTERNATIONAL TRENDS AND ISSUES 12

### **BSPiTR INTERNATIONAL TRADE**

**Locations:**Footscray Park, City Flinders, Off-shore

In the Bachelor of Business International Trade specialisation you will examine strategies on enhancing overall trade and investment, enabling you to manage projects and make decisions that facilitate trade between Australia and other countries. Graduates of this specialisation will be able to analyse international markets and propose incentives, policies, interventions, entry strategies and harmonisation standards to firms, educational institutions, governments or other bodies.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BEO1252 INTERNATIONAL BUSINESS CONTEXT 12

BEO3378 INTERNATIONAL ECONOMICS AND FINANCE 12

BEO3430 INTERNATIONAL ECONOMIC ANALYSIS 12

BEO3432 STRATEGIC INTERNATIONAL TRADE OPERATIONS 12

BEO3517 INTERNATIONAL TRADE PRACTICES 12

BHO3373 INTERNATIONAL MARKETING 12

BEO2255 APPLIED STATISTICS FOR BUSINESS 12

### **BSPMAR MARKETING**

**Locations:**Footscray Park, City Flinders, Off-shore

Launch your marketing career with the Bachelor of Business Marketing specialisation. Learn about marketing theories and how to implement practical marketing solutions. You will gain an in-depth understanding of customer needs in the marketplace and be well equipped to pursue a career in marketing management in large and medium corporations, or consulting roles in marketing research or advertising agencies.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BHO2434 CONSUMER BEHAVIOUR 12

BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS 12

BHO2259 PRODUCT AND SERVICES INNOVATIONS 12

BHO2285 MARKETING RESEARCH 12

BHO3254 ADVANCED MARKETING RESEARCH 12

BHO3435 MARKETING PLANNING AND STRATEGY 12

BHO3439 MARKETING SERVICES AND EXPERIENCES 12

### **BSPMUI MUSIC INDUSTRY**

**Locations:**Footscray Park, City Flinders, Off-shore

Begin your career in the music industry with a solid understanding of the real business of music. You will learn to plan and promote music events, arrange and negotiate deals, and gain a full understanding of the nature of music copyrights. With strong connections with current industry participants, the Bachelor of Business Music Industry specialisation is widely recognised for producing graduates with business acumen and entrepreneurial flair.

**Specialisation Requirements** Students are required to successfully complete all seven units of study.

BEO2403 INTRODUCTION TO MUSIC BUSINESS 12

BEO3408 MUSIC PUBLISHING AND RECORDING 12

BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY 12

BHO2405 MUSIC MARKETING 12

BMO2402 MUSIC INDUSTRY MANAGEMENT 12

BMO3405 LIVE PERFORMANCE MANAGEMENT 12

BLO2401 MUSIC INDUSTRY LAW 12

### **BSPREC RETAIL COMMERCE**

**Locations:**Footscray Park, City Flinders, Off-shore

Enhance your knowledge of one of the most dynamic business industries in the world

– the retail industry. With the Bachelor of Business Retail Commerce specialisation you will learn about retailing from both theoretical and practical perspectives, gain a comprehensive understanding of back-end and front-end operations, and attain the skills and knowledge required to successfully manage and market a retail business.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BEO1195	GLOBAL RETAILING	12
BEO2255	APPLIED STATISTICS FOR BUSINESS	12
BEO3201	DISTRIBUTION MANAGEMENT AND OPERATIONS	12
BEO3257	ECONOMICS OF RETAILING	12
BEO3296	BUYING AND MERCHANDISING	12
BEO3406	STRATEGIC RETAILING	12
BHO3405	ELECTRONIC RETAILING	12

### **BSPTOM TOURISM MANAGEMENT**

**Locations:**Footscray Park, City Flinders, Off-shore

Equip yourself with the skills and knowledge to develop, operate, manage and market sustainable tourism businesses and destinations with the Bachelor of Business Tourism Management specialisation. Gain the theoretical and practical knowledge required to design and deliver tourism products and experiences, and to apply effective business management techniques to the operation of tourism enterprises. You will learn about current trends and issues facing the tourism industry, the meaning and practice of tourism planning and sustainable destination management, and project methodologies and investigation techniques to better understand and solve problems facing tourism organisations. You will also benefit from the compulsory one-year, full-time co-operative education component, allowing you to apply new skills in a real work environment.

Students are required to successfully complete all seven units of study. Further, those who choose to study this specialisation must complete a year of compulsory industry experience by undertaking BBB3001 Co-operative Education 1 and BBB3002 Co-operative Education 2 as part of the Bachelor of Business program. This will extend the length of the program by 1 year. Students need to register on-line for Co-operative Education and be prepared to undertake the Work Integrated Learning/Co-operative Education Preparation Program in Year 2. (Contact the Centre in G348/FP for details and refer to the Faculty Timetable).

BHO1190	INTRODUCTION TO TOURISM	12
BHO2193	TOURISM PRODUCT DESIGN AND DELIVERY	12
BHO2255	TOURISM ENTERPRISE MANAGEMENT	12
BHO2301	SUSTAINABLE OPERATIONS	12
BHO3499	MANAGING SUSTAINABLE DESTINATIONS	12
BHO3507	INTERNATIONAL TRENDS AND ISSUES	12
BHO3510	HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT	12

# UNITS

## BE01101 QUANTITATIVE TECHNIQUES FOR BUSINESS

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

**Prerequisites:**Nil.

**Description:**This is an elective unit designed to provide the opportunity for students who have entered a Bachelor of Business (BBus) program at VU without successfully completing an upper secondary school mathematics unit to acquire the basic quantitative knowledge and skills deemed necessary/desirable for BBus study. Topics include: numbers; mathematical notation; calculator use; working with formulae; solution of equations; tables and graphs; linear functions; and financial mathematics.

**Credit Points:**12

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

**Required Reading:**Nil.

**Assessment:**The assessment in this unit will consist of two, 1-hour, written tests (20% each) and one, 2-hour, written examination (60%). The first test will be conducted in week 4 of the semester and will satisfy the purpose, in part, of assisting to identify "at risk" students.

## BE01103 MICROECONOMIC PRINCIPLES

**Locations:**Werribee, Footscray Park, City Flinders, Sunway-Malaysia, CUHK-Hong Kong..

**Prerequisites:**Nil.

**Description:**This is the first of two Economic Principles unit of studies. The unit of study aims to provide a study of basic economic principles, to develop an introduction to economic methods, and to apply these principles and methods to aspects of the Australian economy. Topics include: introduction to economics, nature, method and objectives of economics; the economising problem, relative scarcity, production possibilities, opportunity costs, nature of economic resources; the market economy, demand and supply, theory and applications, including pricing ceilings, price floors, tariffs and taxes. Theory of the firm, production and costs.

**Credit Points:**12

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

**Required Reading:**Jackson, J., McIver, R. and McConnell, C., 2004 Economics McGraw-Hill, Sydney

**Assessment:**Continuous assessment, 50%; Final examination, 50%.

## BE01104 MACROECONOMIC PRINCIPLES

**Locations:**Werribee, Footscray Park, City Flinders, Sunway-Malaysia, CUHK-Hong Kong..

**Prerequisites:**Nil.

**Description:**This unit of study aims to develop the basic macroeconomic principles applicable to the Australian economy and familiarise students with the macroeconomic environment within which Australian business operates. Topics include: the measurement of macroeconomic performance with reference to national income accounting and trade cycle analysis; the classical economic model and the Keynesian revolution; Keynesian economics and the theory of income determination; monetary influences on aggregate economic activity; inflation, unemployment; traditional demand management; the Phillips Curve revisited; incomes policies; the

foreign trade sector and policies for external balance.

**Credit Points:**12

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

**Required Reading:**McTaggart, D., Findlay, C. and Parkin, M., 2007, Economics, 5th edition, Pearson Education, Australia.

**Assessment:**Examination, 60%; Continuous Assessment, 40%.

## BE01105 ECONOMIC PRINCIPLES

**Locations:**Footscray Park, City Flinders, AACB, Liaoning University-China, Angell Business School (Freiburg, Germany), Australian College of Kuwait Central University of Finance & Economics (CUFE)-China, The Chinese University of Hong Kong (CUHK)-Hong Kong, ECA Sydney KUB-Thailand, Lithan Hall Education Centre-Singapore Sunway University, Kuala Lumpur, Malaysia; Sunway College, Johor Bahru, Malaysia; Stansfield College (formally SIC).

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to the fundamental principles of economics and its application to consumer behaviour, business decision making and economic policy. Students will be introduced to the economic way of thinking and how key concepts, theories and methods of modern economic analysis can be applied to everyday economic issues and problems. Key areas covered include consumer behaviour, demand and supply analysis, the competitive nature of markets within which firms operate, the national economy, business cycles, inflation, unemployment, and monetary and fiscal policy. Particular emphasis is placed on reviewing contemporary economic issues and how economics permeates almost every aspect of business, highlighting economics as the fundamental discipline underpinning the study of most business specialisations. The unit will stimulate students intellectually, leading them to apply economics to a range of problems in a variety of contexts and will develop, through the study of economics, a range of transferable skills to be of value in employment.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Identify through course and examined work a broad range of economic problems facing modern societies;
- Demonstrate understanding of the nature of economic reasoning, problem solving and market dynamics;
- Through written or graphic explanation, show understanding of the factors that influence economic decision making in firms and government policy;
- Identify the principal sources of economic information and data relevant to industry, commerce, society and government;
- Apply elementary economic theories and techniques to real and hypothetical problems in business decision making and government policy;
- Evaluate impacts of a range of cultural, social, ethical and environmental factors on economic policy and business decisions.

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

**Required Reading:**Layton, A., Robinson, T., and Tucker, B.T. (2012) 4th Edition,

Economics for Today, Cengage Learning, South Melbourne, Australia

**Assessment:**Assignment, Assignment, 20%. Test, Class Test, 20%. Examination, Final Exam, 60%.

## BEO1195 GLOBAL RETAILING

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**With the economic growth of developing countries and the trend toward economic unification, interest in global retailing, buying and merchandising has never been greater. This unit of study focuses on the reasons and implications for retail internationalisation; growth of global retailing, forms of global retailing, and method of entry into various international markets. Topics include: the challenges faced by retailers around the world; the differences in retailing between the developed world and developing countries; the benefits and drawbacks of retailing in multinational markets. This unit of study provides a conceptual foundation for understanding how different legal, social and economic environments affect the sourcing and distribution of consumer goods and services around the world. Current retail market structures are analysed in selected countries, mixing anecdotes with important concepts from economic theory. The unit integrates fundamental economic principles with practical, decision-making principles that are required to exchange goods and services. Cultural and sub-cultural diversity, both domestic and international, are emphasized and ethical values are examined in the larger context of the place of global retailing in society.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students will become aware that if retail firms are to progressively grow and stay profitable, they would have to participate in the global environment and would be impacted by global competition, global sourcing, differing technologies and varying legislation in different countries. Students will appreciate how global retail firms structure their organisation, take advantage of business opportunities, increase revenue streams, promote and merchandise international brands in different environments and address multicultural customer profiles.

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

**Required Reading:**Dawson, J., Larke, R., & Mukoyama, M., (eds) 2006, Strategic Issues in International Retailing, Routledge, London.

**Assessment:**Assignment, 3000 words,30%; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

## BEO1252 INTERNATIONAL BUSINESS CONTEXT

**Locations:**Footscray Park, City Flinders, Liaoning University (inc. AABC: Asia-Australia Business College), Shenyang, China. Sunway University, Kuala Lumpur, Malaysia..

**Prerequisites:**Nil.

**Description:**The aim of this unit is to introduce business students to the fundamental concepts of International Business within the broader context of economic policy and the business decision-making process.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Explain national business environments and their implications for international business.

- Highlight the importance of understanding various cultural, political and legal systems in international business.
- Explain the theories of international trade and investment.
- Understand the importance of business and government trade relations.
- Explain the direction and importance of foreign direct investment and other international business entry modes.
- Explain government policies and regulations and their implications for international business.
- Examine international business management practices and strategies.

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

**Required Reading:**Wild, J.J., Wild, K.L. and Han, J.C.Y., 2007, International Business: The Challenges of Globalisation Pearson Education, French Forrest, NSW

**Assessment:**Test, Multiple Choice Test, 25%. Report, Research - Written Report, 25%. Examination, Final Exam, 50%. In order to pass the unit, students must: Obtain a minimum of 40% in the final exam and an overall mark of 50% for the Unit. To be included in the final exam entry list, students must have completed all assessment tasks set during the semester, by the due date. .

## BEO2263 MACROECONOMIC ANALYSIS

**Locations:**Footscray Park.

**Prerequisites:**BEO1105 - ECONOMIC PRINCIPLES

**Description:**This unit of study builds upon the macroeconomic theory and policy previously covered, in order to further the understanding of the relationship between macroeconomic theories and policy. Topics include: the basic theory of income determination; theories of consumption; theories of investment; classical, Keynesian and post-Keynesian view on the demand for and supply of money; the money supply process; IS-LM analysis; neo-classical and alternative views of the labour market; aggregate supply; aggregate demand and supply.

**Credit Points:**12

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

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

**Assessment:**Mid semester test (week 8), 20%; Assignment(s), 30%; Final examination (2 hours), 50%.

## BEO2264 MICROECONOMIC ANALYSIS

**Locations:**Footscray Park.

**Prerequisites:**BEO1105 - ECONOMIC PRINCIPLES

**Description:**This unit of study builds upon the microeconomic theory previously covered, in order to further rigorous analytical treatment. Topics include: mathematical tools; indifference analysis and utility maximisation; demand analysis; production and costs; profit maximisation and supply; perfect competition; the perfectly competitive model and microeconomic policies; monopoly and imperfect competition; markets for factors of production; market failure, externalities and public goods.

**Credit Points:**12

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



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

**Required Reading:** Pindyck, R.S. and Rubinfeld, D.L., 2005, *Microeconomics*, 6th edition, Pearson Prentice-Hall.

**Assessment:** Test, 20%; Assignment 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

## BE02302 EUROPEAN BUSINESS ENVIRONMENT

**Locations:** Footscray Park.

**Prerequisites:** BE01252 - INTERNATIONAL BUSINESS CONTEXT

**Description:** The unit of study aims to build upon the international business theory and policy issues, covered in BE01252 International Business Context, in order to further and understanding of the European business environment. The unit of study builds on theoretical discussion to develop an applied analysis of the economic relationship between Australia and the EU12 and its policy implications for Australia. Topics to be covered include: the historical, developments of economic integration in Europe (the Treaty of Rome and the Maastricht Treaty); a theoretical treatment of economic integration phenomena, the free movement of goods and services, labour, and capital (Schengen Agreement and the Economic and Monetary Union); key policies within the European Union and their implications for Australia; the effect on the business environment of different European cultures, languages, lifestyles and tastes; EU competition, product distribution and business payment methods; barriers to trade and marketing strategies for the EU; an assessment of the economic relationship between Australia and the EU12 (both at the collective and individual member state level) in the context of the international business environment; and trade implications for a wider EU, encompassing Eastern Europe.

**Credit Points:** 12

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

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

**Assessment:** Assignment, 40%; Test 1, 30%; Test 2, 30%.

## BE02403 INTRODUCTION TO MUSIC BUSINESS

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study provides an overview of the contemporary music industry and the economic relationship between its various elements. Topics include: principles and issues of copyright; managerial skills; the importance of marketing; business acumen; and comparisons with international territories; the relevant financial implications, legislative and regulatory requirements which impact on the music industry; and a summary of the different music industry business practices in Asia, Europe and America.

**Credit Points:** 12

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

**Required Reading:** Simpson, S., 2002, *Music Business*, Warner chappell, Australia.

**Assessment:** Continuous assessment, 50%; Final examination, 50%.

## BE03257 ECONOMICS OF RETAILING

**Locations:** Footscray Park.

**Prerequisites:** BE03296 - BUYING AND MERCHANDISING

**Description:** The unit of study provides students with an understanding of the structure, conduct and economic performance of the Australian retailing industry. Topics include: concentration and competition in Australian retailing markets; the nature of market conduct in relation to various market structures in the retailing industry, including pricing, product, advertising and promotional strategies; government policies; evaluation of the economic performance of the industry on the basis of efficiency, progressiveness, full employment, price stability and competition.

**Credit Points:** 12

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

**Required Reading:** Havrila, L., 2007, *Economics of Retailing*. Study Notes and Tutorial Review Questions, Victoria University.

**Assessment:** Test, 10%; Assignment (a group of 3 students) and oral presentation of the assignment, 20%; Tutorial exercises, 10%; Final examination, 60%.

## BE03296 BUYING AND MERCHANDISING

**Locations:** Footscray Park, Sunway College, KL.

**Prerequisites:** BE01195 - GLOBAL RETAILING BHO1171 - INTRODUCTION TO MARKETING Pre-requisites are BE01195 or BHO1171

**Description:** This unit of study is designed to provide students with an understanding of the activities and strategies involved in merchandise management and their significance for a successful performance of a retail venture. The unit familiarizes students with the principles and terminology important in understanding profitable merchandising. Topics include: planning merchandise assortments; buying systems; buying merchandise; negotiating with vendors; fundamental principles and techniques of merchandising mathematics; pricing strategies; performance measures; store layout, design, and visual merchandising.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit of study, students should be able to:

- understand the importance of merchandise management in developing an effective retail strategy;
- develop merchandise assortment and budget plans;
- evaluate merchandise performance;
- determine merchandise sources;
- understand buying systems and related issues;
- identify alternative pricing strategies;
- recognise the elements and importance of store layout, design and visual merchandising strategies.

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

**Required Reading:** Levy, M., and Weitz, B., 2004, *Retailing Management*, 5th Edition, McGraw-Hill/Irwin, Boston.

**Assessment:** Test, Multiple Choice Test, 15%. Case Study, Case Study 2000 - 2500 words, 35%. Examination, Final Examination, 50%.

## BE03301 THE ENTERTAINMENT ECONOMY

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study introduces students to the economics, finance and production of entertainment related goods and services. Each major industry sector is reviewed and analysed including film, television, music, broadcasting, cable television, sports and performing arts, and how assets such as copyright, image and brand names are being exploited to add value in other industries. The unit of study will also investigate the international dimensions of these industries and the emergence of transnational mega-entertainment corporations and their impact on international business and trade.

**Credit Points:** 12

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

**Required Reading:** Vogel, H.L., 1998, Entertainment Industry Economics: A Guide for Financial Analysis, Cambridge University Press. Wolf, M.J., 1999, The Entertainment Economy, Time Books, New York.

**Assessment:** Case studies, 50%; Examination, 50%.

### BEO3366 ECONOMIC POLICY AND RESEARCH

**Locations:** Footscray Park.

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES

**Description:** This unit of study aims to apply principles of macroeconomic and microeconomic theory and policy in the analysis of selected economic problems and discuss the range of economic policy responses put forward in the context of a critical understanding of economic theory. Topics will vary according to the nature of contemporary economic issues and problems but may include: taxation reform; infrastructure privatisation, employment policy; and the political economy of macroeconomic policy.

**Credit Points:** 12

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

**Required Reading:** Lewis, P., Garnett, A., Hawtrey, K. and Treadgold, M., Issues, Indicators and Ideas: A Guide to the Australian Economy, 4th edition, Addison Wesley, 2006.

**Assessment:** Test, 20%; Assignment 30%; Final examination, 50%. Note: Only hand-held non-programmable calculators are permitted in the test and in the final examination.

### BEO3378 INTERNATIONAL ECONOMICS AND FINANCE

**Locations:** City Flinders, Shenyang, China - Liaoning University (inc. AACB: Asia-Australia Business College).

**Prerequisites:** BEO1105 - ECONOMIC PRINCIPLES

**Description:** The unit of study aims to provide an introduction to international economic concepts and theories in order to explain and to emphasise on their current applications. Topics include: the basis for international trade; the gains from international trade; international trade patterns; the structure and composition of international trade flows; the economic implications of barriers to free trade; regional economic integration; balance of payments; exchange rate determination and foreign exchange markets; international banking system.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: 1. Develop sound knowledge of trade theories and their relevance to understanding

the present day world trade patterns; 2. Understand the causes and consequences of trade barriers; 3. Examine the functioning and importance of foreign exchange markets in facilitating the flows of goods, services and investment; and 4. Analyse the impact of international economic forces on the Australian economy.

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

**Required Reading:** Gerber, James (2011) 5th Edition, International Economics, New Jersey / Prentice Hall

**Assessment:** Report, At Risk Assessment, 20%. Test, Mid-Semester Test; Multiple Choice Questions, 20%. Examination, Final Examination; Short Answer Problems (Simulated environment essay comprises 15% of the total assessment), 60%.

### BEO3404 INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY

**Locations:** Footscray Park.

**Prerequisites:** BEO2403 Introduction to Music Business.

**Description:** This unit of study provides students with an overview of the international music industry, the players, international music business structure and major issues. Topics include: the basic principles of exporting and importing music products; the critical issues in implementing and overseas tour; and a description of the major international music territories.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Understand the differences in copyright legislation and implementation between the major music consuming territories, with particular focus on ISP's
- Understand the complexities of International royalty collection and administration
- Understand the unique features of major international music territories

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

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

**Assessment:** Presentation, Presentation, 20%. Assignment, Assignment, 30%. Examination, Final Examination, 50%.

### BEO3406 STRATEGIC RETAILING

**Locations:** Footscray Park.

**Prerequisites:** BEO1195 Global Retailing, BHO1171 Introduction to Marketing.

**Description:** This unit of study is designed to provide a range of approaches aimed at assisting students to understand the opportunities and challenges faced in the retailing industry. Students will be exposed various decision making scenarios from a strategic management perspective in the context of globalisation with a view to grow and improve the retail firm's profitability.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to understand the organization of several types of retailing structures and the entrepreneurial quality required by retailers; appreciate the challenges and opportunities that the global environment provides to Australian retailers; appreciate the new approaches available to retailers for accelerated growth and profitability and recognise the

important areas for strategic management decision making in the retail industry.

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

**Required Reading:**Berman, B. & Evans, J.R. (2004). (9th ed.) Retail Management: A Strategic Approach. New York: Prentice Hall.

**Assessment:**Assignment, 40%; Tutorial exercises and classwork, 10%; Case study presentation, 10%; Final examination, 40%.

### BE03408 MUSIC PUBLISHING AND RECORDING

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the students to the economics of copyright and the exploitation of copyright product in the music industry. It investigates the principles of music publishing and key sources of publishing income, including mechanical income, synchronisation with film or television, public performance and broadcast. The unit of study outlines the methods of collection, calculation and distribution of publishing income and investigates the economic structure of a music publishing business. It also investigates the role of collection societies and performing rights organisations (PRO's), both domestic and international, and the key characteristics and features of a publishing agreement.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Be able to explain those activities conducted by music publishing and recording companies; including catalogue administration, contract negotiations, royalty accounting, song promotion, mechanical, synchronisation, and print licensing, and foreign publishing and licensing.
- Have a good understanding of APRA/AMCOS and its function in music publishing and recording.
- Be able to express the major tenets of key music publishing and recording contracts including exclusive and single song contracts, co-publishing, and administration, P&D deals, foreign licensing and distribution.

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

**Required Reading:**Brabec, J., Brabec, T., 2011, 7TH Edition. Music, Money and Success: The Insider's Guide to Making Money in the Music Industry Schirmer Trade Books, New York.

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

### BE03430 INTERNATIONAL ECONOMIC ANALYSIS

**Locations:**Footscray Park, City Flinders, Sunway-Malaysia, AABC-Liaoning-China, Kasetsart-Bangkok..

**Prerequisites:**BE03378 International Economics and Finance.

**Description:**The unit of study builds upon the theories and concept introduced in BE03378 International Economics and Finance. Topics include: measurement and determinants of intra-industry trade; analysis of barriers to trade; political economy of trade; trade policy; exchange rate policy; international movement of labour and capital; multinational corporations and FDI; international finance and financial crises;

trade and environmental issues; and international trade regulation.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:Apply international economic theories and concepts to rigorously analyse issues in relation to: intra-industry trade; arguments for and against protection; trade and the environment and labour standards; government policies toward the foreign exchange market; international lending and financial crises; trade policies for developing economies; international movement of labour; direct foreign investment; regulation of trade in international financial services; and WTO, trade and investment.

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

**Required Reading:**Gerber, James, 3rd Edition, 2005, Pearson Education, New York.Gerber, James. (2005). (3rd ed.). International Economics. New York: Pearson Education

**Assessment:**Test, 20%; Assignment, 20%; Final examination, 60%. Note: Only hand-held non-programmable calculators may be used in examinations.

### BE03432 STRATEGIC INTERNATIONAL TRADE OPERATIONS

**Locations:**Footscray Park, Sunway-Malaysia, AABC-Liaoning-China, Kasetsart-Bangkok..

**Prerequisites:**BE01106 - BUSINESS STATISTICS

**Description:**This unit focuses upon strategic decision making as an essential aspect of international trade operations. These decisions focus upon economic, financial and efficient positioning of a company and its exports in the international market place in terms of productivity improvements, organisation of viable production and organisation of effective transportation facilities.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand the concepts relating to a portfolio of trade operational tools and trade promotion.
- Be familiar with the terminology and be able to formulate specific, simple trade expansion problems and issues, construct appropriate models and solve them, using appropriate quantitative techniques.
- Be familiar with the provisions of government trade organisations, such as Austrade in Australia\*.
- Be competent in obtaining relevant results using Excel for analysis.
- Be able to generate technical reports to gear effective decision-making in organising trade operations.

\* Students at overseas campus are expected to be familiar with their government organisation that provides data and assistance on trade.

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

**Required Reading:**Jegasothy,K and Hubert Fernando, 2011, BE0 3432: Operation Management, McGraw Hill, Australia.

**Assessment:**Report, Plan/Short Report, 5%. Assignment, Research Report, 35%. Examination, Final Exam, 60%.

## BEO3433 FIELD RESEARCH PROJECT

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study will expose students to the cultural, political and regulatory environments in particular economic regions, with an initial emphasis on Europe and Asia. The basis of the unit of study is a study tour to select countries of a particular region. Students will visit important regulatory institutions, private enterprises and academic organisations, which will allow the observation of international business in action in the field. The tour will be preceded by a briefing session. Lectures on topics relevant to the unit of study may be provided by selected overseas universities. Students complete a diary during the course of the trip and write this up as an assignment on their return.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should:

- have an increased awareness of cultural differences and how these differences influence industrial processes, workplace environment and industrial relations;
- have an increased understanding of economic, political and regulatory frameworks and their application in a particular region or country;
- have an increased awareness of the non-business aspects environment of a particular region or country;
- have an enhanced understanding of business processes through observation in the field;
- be able to link relevant classroom theories to practical observation in the field.

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

**Required Reading:**Details of texts and other resources will be provided to the students depending on the country to be visited.

**Assessment:**Written report (5000 words maximum), 75%; Class presentation of report, 25%.

## BEO3500 APPLIED ECONOMICS RESEARCH PROJECT

**Locations:**Footscray Park, City Flinders, Sunway University, Kuala Lumpur, Malaysia;

**Prerequisites:**BEO1106 - BUSINESS STATISTICSAND the completion of 16 units of study in the student's course.

**Description:**This unit will provide students, in groups of 3-4, with the opportunity to apply basic research skills and competencies to an approved applied/business research project. Project proposals shall be developed in consultation with the unit tutor and course coordinator and will relate to the students specialization. Key competencies to be covered include: the applied research process; working in teams; Internet tools; appropriate use of software tools — such as spreadsheets, word processing, presentation; appropriate use of databases; principles of effective research report writing; developing oral presentation skills.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to :

- Manage a small research project or develop a solution to a practical problem

- Clearly express a research question or problem statement to be investigated
- Explain the significance of the question (context)
- Identify the relationship of the present research project to previous work in the area
- Apply the range of methodologies employed to investigate a research question
- Produce work skills that will assist them in future employment

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

**Required Reading:**Cavana, R. Y., Delahaye, B. L. & Sekaran, U. 2009, Australian edition, Applied Business Research: Qualitative and Quantitative Methods, John Wiley & Sons, Brisbane. Summers, J. & Smith, B., 2006, 2nd edn, Communication Skill Handbook, John Wiley & Sons, Brisbane.

**Assessment:**Presentation, Oral presentation and research proposal, 10%. Report, Written proposal, 20%. Presentation, Oral presentation and final report, 25%. Report, Written Report, 45%.

## BEO3517 INTERNATIONAL TRADE PRACTICES

**Locations:**Footscray Park, Liaoning University (inc. AACB: Asia-Australia Business College), Shenyang, China. Sunway University, Kuala Lumpur, Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study introduces business students to the various export documents required to facilitate an international trade transaction, the instruments of trade finance, and the various methods of financing/settling exports and imports transactions. These processes will be introduced using industry-based computer software.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Understand shipping terms and the process of negotiating terms of delivery;
- Generate necessary documents required to process a specific export/import transaction;
- Understand the various forms of international payments and trade settlements;
- Evaluate foreign exchange risk and design appropriate risk management strategies.

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

**Required Reading:**Bergami, R., 2009, 3rd edition International Trade: A Practical Introduction Eruditions Publishing, Melbourne, Australia

**Assessment:**Test, 5 x Multiple Choice Tests , 30%. Test, Annual Student Conference(Semester 1 only), 5%. Assignment, 4 x Practical Assessments using authentic specialist software and reference materials, 30%. Assignment, Final Assessment using authentic specialist software and reference materials, 35%. Item 1. - Test 3, 4 & 5 are 50% Liwc Simulated Environment. Item 2. - A student conference is run every year over two full days during Semester One teaching break

and students are expected to attend this event. Item 3. - Assignments 7, 8, 9 & 10 are 100% Live Simulated Environment using authentic specialist software and reference materials. Item 4. - Final Assessment is 100% Live Simulated Environment using authentic specialist software and reference materials.

### **BEO4400 HONOURS RESEARCH THESIS (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BEO4430 - BUSINESS RESEARCH METHODS

**Description:**Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BEO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:**48

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

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

**Assessment:**Seminar presentation, 15%; Written thesis, 85%.

### **BEO4401 HONOURS THESIS (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BEO4430 - BUSINESS RESEARCH METHODS

**Description:**Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BEO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:**24

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study 24 credit points per semester.

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

**Assessment:**Seminar presentation, 15%; Written thesis, 85%.

### **BEO4403 ADVANCED MICROECONOMICS**

**Locations:**City Flinders.

**Prerequisites:**BEO2264 - MICROECONOMIC ANALYSIS

**Description:**This unit of study will aim to provide a detailed and rigorous approach to a number of central issues in microeconomics. Topics include: optimising behaviour; developments in demand theory and estimation; producer behaviour and business decision making; pricing decisions; efficient markets; new theories of the firm; the role of asymmetric information in advanced microeconomic analysis; the structure of the Australian economy; industry and competition policy; welfare economics; social choice theory; risk and uncertainty.

**Credit Points:**12

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

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

**Assessment:**Test, 20%; Case study, 15%; Project, 15%; Final examination, 50%.

### **BEO4430 BUSINESS RESEARCH METHODS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study introduces students to some of the issues involved in the production of research in applied fields; to enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Seminars will include: conceptualisation of research problems; theoretical formulation and contextualisation.

**Credit Points:**12

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

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

**Assessment:**Students will be required to prepare a thesis proposal for presentation to the group, 100%. Satisfactory completion of this task is necessary prior to embarking on the thesis.

### **BEO5301 INTERNATIONAL ECONOMIC REGULATION**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study identifies the major principles relating to the development of the world multilateral trading system and the method by which the international trading system is regulated by the World Trade Organisation. It also examines the means by which international trade is regulated by national governments, particularly in the areas of anti-dumping, trade in services, trade in intellectual property and investment. It adopts a multi-disciplinary approach, particularly in the areas of economics and law. Topics include: trade theory and public policy; the GATT, structure and principles; multilateralism and regionalism; anti-dumping in GATT and domestic legislation; the regulation of investment/government procurement policies; general agreement on trade and services; the GATT on trade and intellectual property; the World Trade Organisation - structure and function; international dispute resolution; and the future agenda/negotiations under WTO.

**Credit Points:**12

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

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

**Assessment:**Assignments/Case Study, 30%; Class Test, 20%; Final examination, 50%.

### **BEO5303 STRATEGIC INTERNATIONAL TRADE FINANCE**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces to students practices and procedures required to facilitate international trade transactions, the instruments of trade finance and methods of financing exports, export strategies for entering foreign markets, country and customer risk assessment, government strategies to encourage exports (e.g. EMDG) and the export plan. Some of these procedures will be introduced with the inclusion of the latest computer software and electronic data interchange technology mimicking the use of on-line services. Students will also be introduced to the concepts of market access obligations of countries under the WTO, e.g. SPS and TBT agreements for import risk assessment, which have a direct relationship to the flow of international trade in goods. Topics include: customs and quarantine controls, export and import documentation, classification of goods and payment of duties and taxes, international payments instruments and trade settlement, foreign exchange exposure, market entry options, introduction to customer risk and country risk

assessment and aspects of electronic trading.

**Credit Points:** 12

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

**Required Reading:** Bergami, R., 2004, *International Trade: A Practical Introduction*. Madura, J., 2002, *International Financial Management*, (7th edition).

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

## **BE05304 INTERNATIONAL BUSINESS OPERATIONS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study examines the different methods of conducting international trade in goods and services. It involves a mixture of economic, management, marketing and legal principles. In identifying and understanding the limitations of a traditional export based expansion program, alternative strategies involving one or more expansion methods are developed. Topics include: an overview of the imperatives and problems associated with trade expansion starting with the basic import/export transaction; the strategic aspects of distribution and agency arrangements; more complex international arrangements; strategic alliances focusing on contract manufacturing and agency service provision arrangements; and the challenges of intellectual property based and technology transfer agreements.

**Credit Points:** 12

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

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

**Assessment:** Term papers and presentation, 40%; Final examination, 60%.

## **BE05407 ECONOMIC IMPACTS OF EVENTS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study provides students with an understanding of the fundamental economic concepts, methodologies and analytical tools useful in initiating, developing, managing and evaluating special events. Topics include: economic perspectives on special events; initiating, identifying and exploiting markets for special events; environmental assessment - economic and industry environment; and approaches to special event evaluation.

**Credit Points:** 12

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

**Required Reading:** G.J. Syme et al, Hall, C.M., 1993, 'The Economic Impacts of Hallmark Events'. J.P.A and Mules, T.J., 1998, 'An Economic Evaluation of the Adelaide Grand Prix'.

**Assessment:** Minor assignment, 30%; Major assignment, 50%; Class presentation, 20%.

## **BE05408 EVENT EVALUATION AND LEGACY**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit will examine the triple bottom line evaluation of events. In so doing it will: - Examine the event evaluation process from the pre-event stage (feasibility studies) through to post-event evaluation - Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events -

Examine the concept of event legacy - Use the economic evaluation kit Encore as the basis for understanding the research principals of the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to:

- Obtain an understanding of feasibility studies and their role in the event evaluation process
- Understand the basis for evaluating the economic impacts of events
- Understand the basis for evaluating the social impacts of events
- Understand the basis for evaluating the environmental impacts of events
- Understand the concepts behind the holistic evaluation of events and triple bottom line reporting
- Obtain an understanding of the legacy of events
- Use the economic evaluation tool
- Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination .

**Class Contact:** 3 hour seminar or equivalent.

**Required Reading:** Jago, L. and Dwyer, L. (2006) *Economic Evaluation of Special Events: A Practitioner's Guide*. Common Ground, Altona. Mossberg, L. (2000) *Evaluation of Events*. Cognizant, New York.

**Assessment:** Research Assignment essay 20%: Research through academic sources the legacies of major events such as the Olympic games and Commonwealth games. Include the following: -Research on the concept of major event legacies -Whether legacies have part of the planning process of events -Discuss the different types of legacies economic, social, community, infrastructure -Focusing on a specific event critically discuss what legacies resulted from this event -Recommendations for future events Group assignment: The economic impact of events (this assessment would involve data collection, data entry, report writing (3000 words 40%). Presentation of results for an event client (10%). Individual assignment: A review of the methods to assess the social impacts of events focussing on the benefits and disadvantages of each method (30%) OR Methods for improving the environmental impacts of an event (30%).

## **BE05522 PUBLIC SECTOR ECONOMICS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit familiarises students with the changing place of the public sector as Australia moves into the next century. It also assesses the role of the public sector in facilitating Australia's global competitiveness and integration into the Asia-Pacific region. Topics include: the economic rationale of government intervention in the Australian economy and society; principles of taxation and tax reform; the distributive effects of government expenditure; government borrowing; the economics of public enterprise, including issues in cost-benefit analysis; and an evaluation of deregulation and privatisation.

**Credit Points:** 12

**Class Contact:** Equivalent to 36 hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Subject equal to 12 credit points.

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

**Assessment:** Assignments, 50%; case studies, 50%.

## BEO5538 ECONOMICS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study examines the economic environment within which businesses operate and highlights those important economic factors which influence that environment. Topics include: markets and prices; optimisation by the firm; firms and competition; economics of business; macroeconomics for business; and macroeconomic policy.

**Credit Points:**12

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

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

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

## BEO5544 HUMAN RESOURCE ECONOMICS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to the economic principles of the allocation of human resources within organisations and the wider economy. It will equip them with skills necessary to analyse the likely outcomes of specific human resource decisions. Topics include; supply and demand for labour and labour markets; disadvantaged labour market groups; the impact of unions on wages; payment systems and productivity; and the impact of wage fixing systems on the broader economy.

**Credit Points:**12

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

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

**Assessment:**Test, 40%; Class paper, 30%; Research paper, 30%.

## BEO5567 INTERNATIONAL ECONOMICS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides an introduction to international economic concepts, theories and policies in order to explain: (i) bases, patterns and the structure of international trade, (ii) causes and consequences of international factor movements, (iii) international payment positions between nations, and (iv) the structure and changes in foreign exchange markets and exchange rates.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Understand the fundamental international economic concepts and theories;
- Explain the bases for trade, commodity composition of trade and gains from trade;
- Analyse the causes and consequences of international factor movements;
- Explain the structure and changes in the balance of payments, foreign exchange markets, and exchange rates; and
- Examine the implications of various government policies for international trade, finance and factor flows.

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

**Required Reading:**Carbaugh, R.A., 2003, International Economics, 9th edn, South-Western College Publishing.

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

## BEO5601 ECONOMICS OF INTERNATIONAL TRADE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides an advanced understanding of theoretical and empirical methods of analysing international trade flows and the analysis of the political economy of world trade issues.

**Credit Points:**12

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

**Required Reading:**Dunkley, G., 2000, The Free Trade Adventure, Zed Books.

Sawyer, W.C. and Sprinkle, R.L., 1999, Demand for Imports and Exports in the World Economy, Aldershot, Ashgate.

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

## BEO5602 ADVANCED MANAGERIAL ECONOMICS

**Locations:**City Flinders.

**Prerequisites:**BEO6601 - ECONOMIC ANALYSIS

**Description:**This unit of study introduces students to the hands-on practice and applications for production, cost and consumer demand relationships in the product pricing, sales, revenue, cost and profit decisions of a firm. It explores and evaluates the price and non-price strategic behaviour of modern firms in different market environments in a global economy. It introduces students to the applications of capital budgeting decision methods of NPV, IRR, certainty equivalent and risk-adjusted discount rate (RADR). Cost-Benefit Analysis, Shadow Pricing, Risk and Uncertainty, Distributional effects of Project Benefits and Costs: Reference Group Analysis, and Social Benefit and Cost Evaluation and Shadow Pricing: the Open Economy case.

**Credit Points:**12

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

**Required Reading:**Commonwealth of Australia, Department of Finance, 1991, Handbook of Cost Benefit Analysis, AGPS. Salvatore, D., 1996, Managerial Economics in a Global Economy, 3rd edn, McGraw-Hill, New York.

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

## BEO6500 ECONOMICS FOR MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides a clear and comprehensive account of how economics explains and analyses the functions of the firm in a modern industrial society. Topics include: the nature and scope of economics; demand, supply and the market mechanism; production, costs and profit analysis; market structure and regulation; macroeconomic policy and the economic role of government; national income and economic welfare; consumption, savings, investment and taxation; money, interest and credit; the balance of payments, international trade and exchange rate determination; and inflation and unemployment.

**Credit Points:**12

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

**Required Reading:**Stonecash, R., Gans, J., King, S., and Mankiw, N.G., 1999, Principles of Macroeconomics, Harcourt, Sydney. Brewster, D., 1997, Business Economics: Decision-making and the firm, ITP Nelson, Sydney.

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

## **BEO6562 ECONOMICS OF PUBLIC ENTERPRISE**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study familiarises students with the history, scope and economic functions of the public enterprise sector in Australia. It examines the role of economic principles for effective public sector decision making. Topics include: the economic rationale of government intervention and public enterprise; financing of public enterprise; public enterprise pricing and investment; cost-benefit analysis; and evaluation of public enterprise performance, privatisation and contracting out policies.

**Credit Points:**12

**Class Contact:**Equivalent to 36 hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

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

**Assessment:**Individual essay/project, 50%; final examination, 50%.

## **BEO6567 INTERNATIONAL BUSINESS ENVIRONMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to the concept of the environment of international business and the relationship between the environment and business operations. It shows how to conduct international business environment scanning to assist the formulation of international business strategy. Topics include: interaction between multinational corporations and the international business environment; changing patterns of international trade; direct foreign investment; economic integration; intervention in trade; newly emerging market economies; industry versus intra-industry or intra-firm trade; home and host multinational corporations and world trade flows; inter-government policies and multinational responses; international finance; and multinational marketing strategies.

**Credit Points:**12

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

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

**Assessment:**Case studies, 50%; Final examination, 50%.

## **BEO6600 BUSINESS ECONOMICS**

**Locations:**City Flinders, Beijing Jiaotong University Beijing, China; Stansfield College Singapore; Sunway University, Kuala Lumpur, Malaysia..

**Prerequisites:**Nil.

**Description:**The primary purpose of this unit is to make students into better decision-makers in a business or institutional context. A subsidiary purpose of the subject is to sharpen analytical skills so that students will be better able to recognise and solve decision problems in different contexts. The unit, accordingly, is concerned with both theory and practice: the theory serves to sharpen analytical skills, and the practice will give experience in the application of the principles and techniques to real-world

business problems.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Apply and appreciate economic principles to solve business problems.
- Apply and appreciate various quantitative tools useful for making business/managerial decisions.
- Apply and appreciate modern software to find numerical solutions to business problems.
- Overall, in this course students will increase their understanding of economics and learn a variety of techniques that will allow them to solve business problems relating to costs, prices, revenues, profits, and competitive strategies.

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

**Required Reading:**Pindyck, R.S., and D.L. Rubinfeld, 2009 Seventh Edition Microeconomics New Jersey/Prentice Hall

**Assessment:**Assignment, Structured Homework Assignments, 30%. Test, Mid Semester Test, 20%. Examination, Final Examination, 50%.

## **BEO6601 ECONOMIC ANALYSIS**

**Locations:**City Flinders.

**Prerequisites:**BEO6600 - BUSINESS ECONOMICS

**Description:**This unit of study emphasizes the application of fundamental economic tools and concepts to decision problems faced by various economic agents. Topics include Economic theory of consumer behaviour, producer behaviour, role of markets in co-ordinating economic decisions; conditions for efficient resource allocation, market imperfections and the role of government, economics of information and strategy, game theory, strategic behaviour and competitive strategy, externalities and public goods provisions.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to apply and appreciate economic principles to understand and solve economic/business problems. In addition, students will increase their understanding of economics and learn a variety of techniques to solve decision problems.

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

**Required Reading:**Pindyck, R.S. and Rubinfeld, D.L., 2001, Microeconomics, 5th edn, Prentice Hall.

**Assessment:**Term projects, 50%; Final examination, 50%.

## **BEO6704 TOURISM ECONOMICS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study will develop and provide concepts, knowledge and methodologies useful in the application of economic principles to the study of tourism. Topics include: tourism resource allocation; tourism demand and supply; strategic planning and analysis; and the forecasting of tourism.

**Credit Points:**12

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



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

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

**Assessment:**Assignment, 20%; Final examination, 60%; Presentation, 20%.

### **BE07700 THESIS (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BE07742 - BUSINESS RESEARCH METHODS

**Description:**Students are required to complete a research thesis of approximately 12,500 words based on the proposal developed in the unit of study Business Research Methods. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All Students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The thesis is to be completed in six months for full-time students and twelve months for part-time students.

**Credit Points:**36

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

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

**Assessment:**Thesis, 100%.

### **BE07701 THESIS (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BE07742 - BUSINESS RESEARCH METHODS

**Description:**Students are required to complete a research thesis of approximately 12,500 words based on the proposal developed in the unit of study Business Research Methods. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All Students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The thesis is to be completed in six months for full-time students and twelve months for part-time students.

**Credit Points:**18

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.

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

**Assessment:**Thesis, 100%.

### **BE07742 BUSINESS RESEARCH METHODS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to some of the issues involved in the production of research in applied fields. It will enhance knowledge, personal skills and competencies in conducting research in the broad industrial setting. Topics include: conceptualisation of research problems, theoretical formulation and contextualisation; literature review; problems and pitfalls in research development; meta-analysis of past research; operationalisation of research problems to test hypotheses; measurement and levels of measurement; procedures in data collection; data analysis and presentation; and report writing and dissemination of research findings.

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**Credit Points:**12

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

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

**Assessment:**Thesis, 100%.

### **BH01110 INTRODUCTION TO HOSPITALITY**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**The purpose of this unit of study is to give students a basic understanding of the study of hospitality as an emerging discipline worthy of rigorous study and to orient the students to the hospitality industry and the issues which confront it. This will include introducing students to the depth and scope of hospitality as a social concept, with an emphasis on developing a sensitivity to and understanding of the forces that shape the industry, and with reference to their own skills and characteristics. Topics to be covered include: hospitality as a field of study; introduction to the hospitality industry; the philosophy of hospitableness; the origins of modern hospitality; the structure and dynamic forces of the hospitality industry; consuming hospitality; the commoditisation of the hospitality industry.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will be able to:

- demonstrate an understanding of the hospitality industry as a social phenomenon involving relationships and transactions between people;
- use basic evaluation and analytical skills;
- develop a capacity to reflect on their own skills and personality type;
- prepare a personalised career strategy based on their understanding of the industry and themselves; and
- demonstrate written communication skills.

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

**Required Reading:**BH01110 Introduction to Hospitality: workbook of readings and activities

**Assessment:**Test, Critical Thinking Assessment, 20%. Essay, Major Assignment, 40%. Examination, Final Examination, 40%.

### **BH01114 CULINARY HEALTH, HYGIENE AND SAFETY**

**Locations:**Footscray Nicholson, Footscray Park.

**Prerequisites:**Nil.

**Description:**The aim of this unit is to develop an holistic approach to health, hygiene and safety policy and strategy to encourage sustainable resource management and appropriate occupational practice.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify the drivers of global health, hygiene and safety policy and assess how these may influence context specific sustainable workplace practice.

- Assess potential hazards within the workplace and develop recommendations for best practice.
- Demonstrate occupational health, hygiene and safety practices to minimise harm and promote sustainability.
- Acquire basic evaluation and analytical skills.
- Develop an elementary capacity to reflect.
- Demonstrate written academic communication skills.

**Class Contact:** This unit will be delivered by way of a two hour lecture and a one hour tutorial - practicum.

**Required Reading:** Victoria University Le Cordon Culinary Manual Volume 1 Ford, J., Zelman, M., Hunter, G., Tinton, T., Carey, P., Walpole, S. and Rippington, V. (2010) Professional Chef Cengage Learning Australia, Victoria

**Assessment:** This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical essay, 20%. Project, Practical based project, 20%. Test, Early at-risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate II or above in Commercial Cookery and undertake BHO1121 Food and Beverage Management I, will receive an exemption for this unit of study.

### BHO1115 INTRODUCTION TO CULINARY TECHNOLOGIES

**Locations:** Footscray Nicholson.

**Prerequisites:** Nil.

**Description:** The aim of this unit is to develop basic application skills and an integrated understanding of the major technologies employed in the production of food and beverages in a modern culinary setting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Describe the provenance of food and recipes including issues of cultural and social significance. Describe the major technologies employed in modern culinary practice and management. Identify the strengths and weaknesses of a dish from the perspectives of acquisition, storage, handling, preparation, and cooking. Analyse a recipe to determine the ingredients needed and their classification, acquisition, storage, handling, preparation and presentation. Identify the critical path for preparation and cooking a range of ingredients to standard recipes and how culinary technologies may assist in this process.

**Class Contact:** Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.

**Required Reading:** Victoria University Le Cordon Culinary Manual Volume 2 Ford, J., Zelman, M., Hunter, G., Tinton, T., Carey, P., Walpole, S. and Rippington, V. (2010) Professional Chef Cengage Learning Australia, Victoria

**Assessment:** This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate II or above in Commercial Cookery and undertake BHO1121 Food and Beverage Management I, will receive an exemption for this unit of study.

### BHO1116 INTRODUCTION TO KITCHEN OPERATIONS

**Locations:** Footscray Nicholson.

**Prerequisites:** BHO1114 - CULINARY HEALTH, HYGIENE AND SAFETY/BHO1115 - INTRODUCTION TO CULINARY TECHNOLOGIES

**Description:** The aim of this unit is to develop basic application skills and an integrated understanding of the major operations and operating systems employed in

the production of food and beverages in a modern culinary setting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Describe the major operating processes employed in a modern culinary setting. Describe the nature of these operating processes from a kitchen management perspective. Identify the strengths and weaknesses of a menu from a kitchen operations perspective. Identify the critical path for preparation and cooking a range of ingredients to standard recipes and how kitchen operating systems assist in this process.

**Class Contact:** Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.

**Required Reading:** Victoria University Le Cordon Culinary Manual Volume 3 Ford, J., Zelman, M., Hunter, G., Tinton, T., Carey, P., Walpole, S. and Rippington, V. (2010) Professional Chef Cengage Learning Australia, Victoria

**Assessment:** This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early - at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for this unit of study.

### BHO1121 FOOD AND BEVERAGE MANAGEMENT I

**Locations:** Footscray Park.

**Prerequisites:** BHO1110 - INTRODUCTION TO HOSPITALITY

**Description:** The purpose of this unit of study is to introduce students to the core principles and practices of food and beverage management in order to optimise the managerial and operational efficiency of foodservice operations. Students are introduced to a range of management tools, systems and principles that enables the food and beverage manager to plan and implement the production and service of food and beverages efficiently and effectively. Students are encouraged to identify the importance of food and beverages from commercial, cultural and social perspectives through their involvement in a series of activities in lectures and tutorials; and communicate their findings through a number of oral presentations. Topics include: introduction to food and beverages, food and beverages menu, food production methods, recipe development, standardised recipe, food safety and hygiene and dining experience.

**Credit Points:** 12

**Learning Outcomes:** On the completion of this unit, students should be able to:

- explain the essential characteristics of food and beverages;
- explain the structure and nature of the foodservice industry;
- research the role and function of the menu and the wine lists, including menu planning;
- demonstrate knowledge of various food production methods and control systems, including food and beverage costing methods;
- and explain the principles of recipe development and standardisation.

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

**Required Reading:** Davis, B, Lockwood, A, Pantelidis, I, and Alcott, P 2008 4e, Food and Beverage Management, Elsevier Science & Technology.

**Assessment:** Presentation, Oral, 30%. Essay, Written assignment, 20%. Other, ePortfolio, 10%. Examination, Final exam, 40%.

## BHO1122 FOOD AND BEVERAGE MANAGEMENT II

**Locations:** Footscray Park.

**Prerequisites:** BHO1121 - FOOD AND BEVERAGE MANAGEMENT I

**Description:** To develop a comprehensive understanding of the principles of food and beverage management. Topics include: concepts of food services management; conceptualising quality in a food service setting; quality control; menu engineering; production systems and food and beverage cost control

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: demonstrate the essential strategic and executive skills required to deliver quality food and beverage services; describe the roles and responsibilities of a food and beverage manager; and critically analyse and evaluate food and beverage performance based on financial, market and operational criteria.

**Class Contact:** A two hour lecture and a one hour tutorial or equivalent or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Davis, B., Lockwood, A., Pantelidis, I., and Alcott, P. 2008 4e, Food and Beverage Management, Elsevier, U.K

**Assessment:** Test, Post-lecture quiz, 10%. Project, Management report on simulated environment, 50%. Examination, Final exam, 40%.

## BHO1171 INTRODUCTION TO MARKETING

**Locations:** Werribee, Footscray Park, City Flinders, AACB-Liaoning-China, CUHK-Hong Kong, Kasetsart-Bangkok, Sunway University - Malaysia, Sunway Johor Banru, Malaysia, ECA - Sydney. Australian College of Kuwait.

**Prerequisites:** Nil.

**Description:** This unit of study provides an introduction to the marketing function of the organisation. Identifying and meeting the needs of clients and customer groups is critical to achieving organisational goals. This unit of study provides an overview of the theories and principles of marketing required for effective business practice. The focus is on how organisations identify the needs of their target markets, understand the buying behaviour of their target markets, and develop a marketing mix to satisfy the needs and wants of these markets. While the course has a theoretical base, practical application of the concepts of marketing is an essential element.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

1. demonstrate an understanding of the principles underlying the development of marketing strategies, especially in relation to services and consumer goods;
2. describe the role of the marketer, and the marketer's contribution to the direction of the organisation which offers products such as: goods, services, ideas, events, activities, people and experiences, as a means of satisfying the needs of consumers;
3. outline the particular challenges confronting marketers in local and international markets;
4. demonstrate a knowledge of the marketing strategies that can be implemented to confront these challenges;
5. demonstrate an ability to identify marketing problems in exercises which simulate 'business world' situations, and
6. develop strategies to provide solutions to the marketing problems identified.

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

**Required Reading:** Elliot, Rundle-Thiele, Waller 2010 Marketing John Wiley & Sons, Milton, Queensland Henry Ho, Helen Madden-Hallett 2011 Marketing Case in the

Asia-Pacific Region John Wiley & Sons, Milton, Queensland Jane Summers, Brett Smith 3rd Edition Communication Skills Handbook Wiley Publishing

**Assessment:** Other, SWOT Analysis, 10%. Case Study, Minor case study, 20%. Case Study, Major case study, 30%. Examination, Final examination, 40%.

## BHO1190 INTRODUCTION TO TOURISM

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

**Prerequisites:** Nil.

**Description:** This unit of study is an introduction to the tourism phenomenon, combining a theoretical approach to the concepts involved with a practical orientation to specific issues. It includes sections on the nature and concept of tourism, travel motivations, the historical development of tourism and the tourism system. An analytical framework is applied to the world's key generating and receiving regions incorporating planning, development and marketing issues. The unit of study includes the use of case studies, the interpretation of tourism statistics and the evaluation of public and private sector perspectives.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Understand the nature, scope and significance of tourism;
- Examine the structure of the tourism industry and research, analyse and evaluate a major component of the tourism industry;
- Identify and interpret statistical data relating to tourism and tourism activities;
- Understand the role of, and develop skills in, social networking;
- Describe the various impacts generated by tourism.

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

**Required Reading:** Richardson, J., & Fluker, M., 2008 2nd edition Understanding and Managing Tourism, Pearson Education, Frenchs Forest, Australia

**Assessment:** Tests and assignments, 50%; Final examination, 50%.

## BHO2103 ADVANCED KITCHEN OPERATIONS

**Locations:** Footscray Nicholson.

**Prerequisites:** BHO1114 - CULINARY HEALTH, HYGIENE AND SAFETY BHO1115 - INTRODUCTION TO CULINARY TECHNOLOGIES BHO1116 - INTRODUCTION TO KITCHEN OPERATIONS

**Description:** The aim of this unit is to develop advanced application skills and an integrated understanding of advanced operations and operating systems employed in the production of food and beverages in a modern culinary setting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Analyse and explain the major operating processes employed in a modern culinary setting. Analyse and explain the nature of these operating processes from a kitchen management perspective (including management and financial perspectives). Analyse and explain the strengths and weaknesses of a menu from a kitchen operations perspective. Recommend changes to a menu to improve the operating effectiveness and efficiency of a kitchen. Recommend a critical path for the production of dishes from a comprehensive a la carte menu.

**Class Contact:** Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.

**Required Reading:**Victoria University Le Cordon Culinary Manual Volume 4 Ford, J., Zelman, M., Hunter, G., Tinton, T., Carey, P., Walpole, S. and Rippington, V. (2010) Professional Chef Cengage Learning Australia, Victoria

**Assessment:**This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for this unit of study.

## BHO2104 INTRODUCTION TO KITCHEN MANAGEMENT

**Locations:**Footscray Nicholson.

**Prerequisites:**BHO1114 - CULINARY HEALTH, HYGIENE AND SAFETYBHO1115 - INTRODUCTION TO CULINARY TECHNOLOGIESBHO1116 - INTRODUCTION TO KITCHEN OPERATIONSBHO2103 - ADVANCED KITCHEN OPERATIONS

**Description:**The aim of this unit is to refine advanced application skills and introduce students to the key management concepts that underpin the major operations and operating systems employed in the production of food and beverages in a modern culinary setting.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to: Monitor and report upon the major operating processes employed in a modern culinary setting. Synthesise and implement appropriate kitchen management processes. Develop, cost and evaluate a menu from a kitchen management perspective. Oversee and evaluate the marketing, managerial and financial performance of a kitchen that produces an a la carte menu.

**Class Contact:**Initiating 3 hour seminar plus 12 hours per week for 12 weeks in kitchen practicum plus 3 hour concluding seminar.

**Required Reading:**Victoria University Le Cordon Culinary Manual Volume 5 Ford, J., Zelman, M., Hunter, G., Tinton, T., Carey, P., Walpole, S. and Rippington, V. (2010) Professional Chef Cengage Learning Australia, Victoria

**Assessment:**This unit will use graded assessment with both progressive and final assessments. Essay, Theoretical Essay, 20%. Project, Practical based project, 20%. Test, Early - at risk assessment, 20%. Examination, Final examination, 40%. Note: Students who successfully complete the Certificate III or above in Commercial Cookery and undertake BHO1122 Food and Beverage Management II, will receive an exemption for this unit of study.

## BHO2122 FOOD AND BEVERAGE MANAGEMENT II

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**To develop a comprehensive understanding of the principles of food and beverage management. Topics include: concepts of food services management; conceptualising quality in a food service setting; quality control; menu engineering; production systems and food and beverage cost control

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- demonstrate an understanding of professionalism as it relates to food and beverage management;
- discriminate between the drivers of food and beverage decisions and the consequent impacts on quality and profit;
- assess restaurant performance based on financial, market and operational criteria, and propose improvements;

- recommend human resource practices for effective group functionality and positive customer service outcomes; and
- monitor trends in food and beverage and their role in innovation

**Class Contact:**A two hour lecture and a one hour tutorial or equivalent or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Davis, B., Lockwood, A., Pantelidis, I., and Alcott, P. 2008 4e, Food and Beverage Management, Elsevier, U.K

**Assessment:**Portfolio, Reflective ePortfolio Submissions, 10%. Project, Management report on simulated environment, 50%. Examination, Final exam, 40%.

## BHO2193 TOURISM PRODUCT DESIGN AND DELIVERY

**Locations:**Footscray Park.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISM

**Description:**The aim of this unit is to provide students with practical knowledge of designing and delivering tourism products in the context of the operation of businesses within the travel and tourism sector including travel agents, tour operators and transport. It examines the evolving nature of tourism distribution and the development of products and experiences, with an emphasis on innovative design. Specific issues addressed include: the management of travel operations; the development of innovative travel products; packaging; regulatory requirements; technological options; electronic distribution and communication; and intersectoral relationships.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to:

- Research, write, package and market a travel itinerary and tour
- Communicate the product to a range of interest groups
- Deal effectively with clients and business partners.

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

**Required Reading:**Frost, W. (2004) Travel and Tour Management, Pearson Hospitality Press, Melbourne

**Assessment:**Assignment, Progressive Assessment Tutorial Multiple Choice Questions and Discussion, 10%. Assignment, Progressive Assessment Tutorial Multiple Choice Questions and Discussion, 30%. Presentation, Design of an innovative & memorable tourism product and tour. Development of supporting brochure and web-based material. Group Product Presentation, 20%. Examination, Final Examination, 40%.

## BHO2252 SELLING AND SALES MANAGEMENT

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

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**Selling and Sales Management will introduce students to the principles of selling and selling theory, and the various activities involved in setting up a sales force. The responsibilities of the sales manager will also be covered. Topics include: personal selling; theories of selling; organisational buyer behaviour; communication in the sales process; preparation in the selling process; the sales presentation; handling objections; follow-up after the sale; sales force management; organizing the sales force; forecasting sales; controlling, supervising and evaluating the sales force; international sales management; ethical issues in selling.

**Credit Points:**12

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

**Required Reading:**Stanton, W., Buskirk, R. Spiro, R., Balderstone, R. and Power, M., 1999, *Management of the Sales Force*, McGraw-Hill, Sydney.

**Assessment:**Case Study, 20%; Report, 30%; Final examination, 50%.

## **BHO2253 BUSINESS TO BUSINESS MARKETING**

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**The unit of study will cover the general principles of marketing and how they apply to business to business marketing, and introduce students to the particular theories and the body of knowledge that surrounds the marketing of goods and services in the industrial marketing sector. Topics include: The nature of industrial markets, and the major differences between organisational and non-organisational buying processes, and the differences between their particular marketing strategies; business buyer behaviour and an understanding of how to communicate effectively with business clients. The means commonly used to service and motivate business customers; the selection, segmentation and targeting of industrial markets, and the role of industrial marketing research in this process; the formulation of an effective marketing mix and sound marketing plan for business to business marketing; the fundamentals of managing a business to business sales force and effectively servicing major (or key) accounts; the distribution of business to business products; the pricing of business to business products.

**Credit Points:**12

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

**Required Reading:**Hutt, M.D. and Speh, T.W., 1995, *Business Marketing Management: A Strategic View of Industrial and Organizational Markets*, 5th edn, The Dryden Press, Forth Worth, Texas. Vitale and Giglierano, *Business to Business Marketing: Analysis and Practice in a Dynamic Environment*, South-Western.

**Assessment:**Business Report, 30%; Work Sheets, 30%; Final Examination, 40%.

## **BHO2255 TOURISM ENTERPRISE MANAGEMENT**

**Locations:**Footscray Park.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISM

**Description:**This unit of study aims to identify short and long term operational issues confronting tourism enterprises. To identify and apply effective business management techniques to tourism enterprises. The unit of study also examines the management of tourism enterprises that are destination-based, with particular emphasis on the attractions and accommodation sectors. The unit of study evaluates the application of resources to the tourism operation including human resources, finance, marketing and technology. A variety of techniques are evaluated which can help to address both short and long-term management problems.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Show an understanding of a wide range of tourist/visitor attractions and enterprises and their characteristics;
- Identify short and long term operational management issues confronting management;

- Develop a strategic response from a managerial perspective to the findings of the above research;
- Identify and apply effective business management techniques to tourism enterprises.
- Understand the factors contributing to the success or failure of tourism enterprises/attractions

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

**Required Reading:**Swarbrooke, J., 2002, 2nd Edition *The Development and Management of Visitor Attractions* Butterworth-Heinemann, Oxford.

**Assessment:**Report, Tourist attraction analysis, 10%. Report, Major Assignment, 30%. Report, Online tests, 10%. Presentation, Oral Presentation, 10%. Examination, Final Examination, 40%.

## **BHO2256 TOURISM HOSPITALITY AND EVENTS MARKETING**

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

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**The unit of study aims to apply the principles of marketing to tourism and hospitality products and services. To examine the relationship between the motivations and behaviour of tourism and hospitality consumers and the distribution and delivery of tourism and hospitality products and services. The purchase-decision as applied to tourism and hospitality products and services. Factors influencing the decision-making process. The role of information and communications technology in tourism and hospitality marketing. Electronic communication and distribution strategies.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students should be able to: Identify and evaluate the factors that influence the purchase decision process for tourism, hospitality and event products and services; Assess electronic and other communication strategies as a means of reaching consumers of tourism, hospitality and event products and services and influencing their behaviour; Conduct independent research in the field of tourism, hospitality and events marketing.

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

**Required Reading:**Kotler, P., Bowen, J. and Makens, J., 2006, *Marketing for Hospitality and Tourism*, Prentice-Hall, New Jersey. Harris, R., Jago, L. and King, B., 2005, *Case Studies in Tourism and Hospitality Marketing*, Pearson Hospitality Press, Australia.

**Assessment:**Progressive Assessment, 60%; Examination, 40%.<br

## **BHO2257 ADVERTISING AND MARKETING COMMUNICATIONS**

**Locations:**Footscray Park, HKIT-Hong Kong, Sunway-Malaysia Australian College of Kuwait.

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**This unit of study aims to develop an understanding of Integrated Marketing Communications (IMC) incorporating the field of Advertising. The unit will provide students with an appreciation of procedures and process used to build and maintain marketing communications within an organisation. Specifically, the unit adopts an applied planning approach to the elements of the integrated marketing communications mix to develop stronger brands. The unit will critically evaluate the role of both traditional and new media within a unified market-focused

communications plan based on the setting of marketing communication objectives. Furthermore, message and media strategy are examined within this context. Other topics covered in this subject include the development and use of the IMC tools; segmentation, targeting and profiling of the consumer; identifying advertising and promotional opportunities in traditional and new media; understanding and using media metrics; establishing promotional budgets; and the evaluation of integrated marketing communications strategies and tactics.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, you should be able to:

- Examine and apply the integrated marketing communication process to build strong brands by making a meaningful connection with the target audience.
- Construct marketing communication objectives and connect the marketing communication tools (functions) to fulfil these objectives.
- Demonstrate creative and media strategies for advertising and promotion.
- Use a budget to efficiently allocate and prioritise marketing communication resources before evaluating the outcomes for success.
- Investigate social, legal and ethical issues related to advertising, promotion and marketing communications from a multicultural and international perspective.

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

**Required Reading:** Clow, K.E. and Baack, D., 2012, 5th Edition / Global Edition. Integrated Advertising, Promotion and Marketing Communications. Essex: Pearson Education.

**Assessment:** Assignment, Individual Assignment, 20%. Assignment, Two Group Assignments, 30%. Examination, Final Exam, 50%.

## BHO2258 PRODUCT AND BRAND MANAGEMENT

**Locations:** Footscray Park, HKIT-Hong Kong, Sunway-Malaysia..

**Prerequisites:** BHO1171 - INTRODUCTION TO MARKETING

**Description:** This unit of study will enable students to understand the role of the product and brand manager, both in the strategic and operations management roles. It will cover the principles and concepts of product and brand management and relate these to operational decision-making and strategy formulation. The unit will introduce students to the strategic brand management process, and the process of building customer based brand equity. Topics include: product strategies; identifying and developing product-markets; undertaking product and industry level analysis; competition, competitive strategies and competitive advantage; the issues involved in the development and management of new products, including proactive versus reactive approaches to product development, market entry considerations, product positioning, pricing methods and strategies; the relationship of product decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product management.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Understand the role of product and brand managers in a competitive environment;

- Undertake market analysis and develop objectives and strategies for the product or service in question;
- Make decisions about brand promotion, pricing and relationship management;
- Comprehend the particular challenges confronting product and brand managers in the global environment; and
- Demonstrate knowledge of the marketing strategies that can be implemented to confront these challenges.

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

**Required Reading:** Lehman, D.R. and Winer, R.S. (2005) Product Management, 4th ed., McGraw-Hill Irwin.

**Assessment:** One 2-hour final examination (40%) and in-semester assessment (60%). In semester assessment may involve case analysis, group work and class presentations.

## BHO2259 PRODUCT AND SERVICES INNOVATIONS

**Locations:** Footscray Park, Sunway-Malaysia Australian College of Kuwait.

**Prerequisites:** Nil.

**Description:** This unit of study will enable students to understand the role of the product and brand manager, both in the strategic and operations management roles. It will cover the principles and concepts of product and brand management and relate these to operational decision-making and strategy formulation. The unit will introduce students to the strategic brand management process, and the process of building customer based brand equity. Topics include: product strategies; identifying and developing product-markets; undertaking product and industry level analysis; competition, competitive strategies and competitive advantage; the issues involved in the development and management of new products, including proactive versus reactive approaches to product development, market entry considerations, product positioning, pricing methods and strategies; the relationship of product decisions to other marketing decisions; measuring, developing and managing brand health; and special topics in product management.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Understand the role of innovation and entrepreneurship in the global economy.
- Appreciate the diverse nature of the role of product and brand managers in a competitive environment;
- Undertake market analysis, structure and organisation for innovation and the development of an innovative culture
- Make decisions about new product and service development processes
- Comprehend the particular challenges confronting product and brand managers in the global environment;
- Demonstrate knowledge of the marketing strategies that can be implemented to confront these challenges.

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

**Required Reading:**Ahmed, P K and Shepherd C D (2010) Innovation Management: Context, strategies, systems and processes, Pearson Education, London.

**Assessment:**Test, Progressive Assessment, 10%. Tutorial Participation, Attendance for Case Study Presentations, 10%. Case Study, Tutorial Case Study Presentations, 20%. Test, Mid Semester Test, 20%. Examination, Final Examination, 40%. To attain a pass in the unit students must pass the final examination and complete all other assessment components above.

## **BHO2282 ACCOMMODATION MANAGEMENT**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**In this unit students will acquire a functional understanding of the planning, management and operational requirements of the accommodation industry. Topics include: introduction to the accommodation industry; the guest cycle; integrating rooms division management; operating cost structures and control; the revenue cycle; rooms division management; and accommodation information systems.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to demonstrate their understanding of the accommodation industry by being able to:

- investigate the management environment;
- use the principles and practices of the guest cycle;
- examine and explain operating cost structures;
- analyse and investigate performance metrics and benchmarks; and
- use stochastic models and use simple heuristics to forecast demand and pricing.

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

**Required Reading:**Vallen, G. K. and Vallen, J. J. 2008, 8e, Check-in check-out, Upper Saddle River, NJ: Prentice Hall

**Assessment:**Test, Multiple Choice Test, 10%. Report, Accommodation, 30%. Assignment, Computer Simulation, 20%. Examination, Final Exam, 40%.

## **BHO2285 MARKETING RESEARCH**

**Locations:**Footscray Park, Sunbury, Sunway-Malaysia Australian College of Kuwait.

**Prerequisites:**BE01106 - BUSINESS STATISTICSBHO1171 - INTRODUCTION TO MARKETING

**Description:**The unit of study aims to familiarise students with the applications for market research and its importance in making sound business and marketing decisions; and to complete successfully an applied research project. Topics include: introduction; the role of marketing research; research management and design; data acquisition and processing; design of surveys; marketing research and the behavioural sciences; introduction to multivariate techniques; applications of marketing research.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Recognise that research is the systematic and objective identification, collection, analysis and dissemination of information for the purpose of assisting management in decision making;
- Identify the most appropriate research technique for a given research project;
- Develop and/or evaluate an appropriate data collection form;
- Determine the data analysis technique most appropriate to the research; and
- Prepare and present a research proposal and/or report.

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

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

**Assessment:**Report, Qualitative Interviews and Report, 20%. Other, Data Collection and Entry, 10%. Report, Research Report, 30%. Examination, Final Exam, 40%.

## **BHO2286 NATURE BASED TOURISM**

**Locations:**Footscray Park.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISM

**Description:**This unit of study aims to introduce students to the concept of nature-based tourism and its specific sub-categories of adventure tourism and eco-tourism. To provide students with an understanding of the operations and visitor management issues for nature-based activities in natural environments. Topics include: motivations for nature-based tourism; the markets for adventure tourism and eco-tourism; operations issues including accreditation, and the management of visitors in natural areas.

**Credit Points:**12

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

**Required Reading:**Swarbrooke, J., Beard, C., Leckie, S. and Pomfret, G., 2001, Adventure Tourism: The New Frontier, Butterworth-Heinemann, Oxford. Wearing, S. and Neil, J., 1999, Ecotourism: Impacts, Potentials and Possibilities, Butterworth-Heinemann, Oxford.

**Assessment:**Progressive assessment, 60%; Final examination, 40%. Note: Only hand-held non-programmable calculators may be used in examinations.

## **BHO2301 SUSTAINABLE OPERATIONS**

**Locations:**Footscray Park, Off-shore.

**Prerequisites:**Nil

**Description:**This unit examines the principles of ethical and responsible behaviour by firms in meeting their environmental, social, cultural, economic and financial obligations to their stakeholders and society as a whole, and the implementation of business practices to ensure that their operations are sustainable. It also examines methods of evaluating performance in achieving sustainable practices. Topics include: an overview of business ethics; the ethical consumer; corporate social responsibility (CSR); financial and legal obligations; workforce and community development; business networks and economic linkages; greenhouse gas emissions and environmental management systems; monitoring and evaluating corporate social performance; measuring carbon emissions.

**Credit Points:**12

**Learning Outcomes:**The major learning outcome for the student on completion of this unit will be the ability to identify key sustainability principles as applied to business operations and formulate, implement and evaluate strategies to assist in achieving sustainable operations. More specifically, students will be able to: demonstrate an understanding of corporate social responsibility practices; demonstrate their ability to facilitate a discussion through the presentation of a designated topic; develop an understanding of environmental management practices and monitoring systems for sustainable operations; and comprehend how businesses can calculate and reduce their carbon emissions.

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

**Required Reading:**There is no prescribed text book for this unit.

**Assessment:**Report, Analysis of CSR Practices, 15%. Presentation, Group Presentation and Workshop, 20%. Project, Case Study on Environmental Management and Monitoring Systems, 35%. Examination, Final Examination, 30%.

## BHO2405 MUSIC MARKETING

**Locations:**Footscray Park.

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**This unit of study provides students with the knowledge related to the special marketing and promotional techniques of the industry, to develop technical skills in marketing musical products and to understand the processes by which the music product moves from the manufacturer to the consumer. At the completion of the unit of study students should be able to explain the processes involved in wholesale, retail and distribution of music products, to describe the role of media in the marketing and promotion of music products and to compare different approaches to marketing in international territories.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Appreciate the many factors involved in music marketing and understand the processes by which music product moves from the producer to the consumer;
- Set marketing objectives, develop marketing strategies for music products and constructively analyse and evaluate their impact on the consumer;
- Prepare a comprehensive marketing plan for music products;
- Conduct independent research in the field of music marketing

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

**Required Reading:**Holloway, R. and Williams, P., 2003, *Making Music: A Continuous Case Study of Marketing in the Music Industry*, Pearson Education, Australia. Compilation booklet of Readings and Cases to be purchased from the university bookshop.

**Assessment:**Examination, 40%; Case Studies, 30%; Assignments, 30%.

## BHO2407 MARKETING ON THE INTERNET

**Locations:**Werribee, Footscray Park, CUHK-Hong Kong, Sunway College/University, KL (Malaysia) Sunway College JB, (Malaysia).

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**This unit of study aims to give students an understanding of how marketing practices can be applied either in isolation using the web or as part of an integrated communication package incorporating the web. It looks in particular at the major marketing strengths of the internet over traditional methods. The unit of study examines 2 cases in particular, which exemplify highly efficient uses of the web as a selling, advertising, public relations and distribution tool. Topics include: a brief introduction, building a customer relationship, an examination of the 4 P's of marketing, branding and basic web design. Note: this unit of study does not provide technical training for designing web sites. A technical understanding is not required to study this unit of study and apply that knowledge to a business setting.

**Credit Points:**12

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

**Required Reading:**Fisher, R.J., Jaworski, B.J., Mohammed, R.A., and Paddison, G.J., 2002, *Building Advantage in a Networked Economy*, 2nd edn, McGraw-Hill Publishers.

**Assessment:**Major report, 30%; Check sheets, 30%; Exam, 30%.

## BHO2422 EVENT CREATION AND DESIGN

**Locations:**Footscray Park, Angell Business School - Freiburg.

**Prerequisites:**BHO2432 - INTRODUCTION TO EVENTS

**Description:**This unit will examine the following areas: 1. Creativity - the concept of creativity; developing and fostering creative skills; barriers to creativity 2. Events and creativity in context; historical perspectives; the evolution of creativity in events; the value of extravagant events, specifically closing and opening ceremonies; objectives of events; constraints to creativity in events 3. Design - Principles of design; producing creative events; technical skills; resources; risk factors; review of event creative industries and synergies with events.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to: - Understand the creative process - Understand the methods for encouraging a creative environment - Understand the ways in which events are created and produced - Know what would constitute a creative event and how to go about producing this - Understand how technical skills can be used to enhance the production of events - Be familiar with the principles of event design - Be able to develop/design a proposal for a unique event.

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

**Required Reading:**Berridge, G. (2007) *Event Design and Experience*. Butterworth-Heinemann, Oxford.

**Assessment:**Other, Progressive assessment, 100%.

## BHO2432 INTRODUCTION TO EVENTS

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**Topics will include the philosophy of events festivals and spectacles; the socio-cultural and political dimensions of events, sporting, business and leisure event concepts, components of the event industry, event infrastructure, organisational structure of the event industry and event administrative processes.

**Credit Points:**12

**Learning Outcomes:**Students will gain a broad understanding of event environment



as well as management and administrative processes.

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

**Required Reading:**Getz, D (2007) Event Studies: Theory, Research & Policy for Planned Events Oxford: Elsevier Butterworth-Heinemann

**Assessment:**Progressive assessment, 60%; Examination, 40%.

### **BHO2434 CONSUMER BEHAVIOUR**

**Locations:**Footscray Park, Sunway University College - Malaysia Australian College of Kuwait.

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**The aim of the unit of study is to provide a detailed study, for both consumer and organisational buying behaviour, of purchasing, processes and the factors which influence them. Topics include: characteristics of individuals, groups and organisations and their influence on purchasing behaviour; consumer behaviour; organisational buying behaviour.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students should be able to understand: Why studying the consumer is important for marketers; The implications of consumer behaviour for marketing strategy; The different components of a consumer-behaviour audit; A working model of consumer behaviour.

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

**Required Reading:**East, R., Wright, M & Vanhuele, M. 2008 Consumer Behaviour: Applications in Marketing Sage, London

**Assessment:**Assignment, Short Essay, 20%. Assignment, Report, 40%. Examination, Final Exam, 40%.

### **BHO2435 CONSUMER INSIGHTS**

**Locations:**Footscray Park, Sunbury, Sunway-Malaysia..

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**The aim of the unit of study is to provide a detailed study, for both consumer and organisational buying behaviour, of purchasing, processes and the factors which influence them. Topics include: characteristics of individuals, groups and organisations and their influence on purchasing behaviour; consumer behaviour; organisational buying behaviour.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students should be able to understand:

- Why studying the consumer is important for marketers;
- The implications of consumer behaviour for marketing strategy;
- The different components of a consumer-behaviour audit;
- A working model of consumer behaviour.

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

**Required Reading:**Neal, C., Quester, P., and Hawkins, D. 2007. 5th Edition,

Consumer Behaviour: Implications for Marketing Strategy, McGraw-Hill, Australia.

**Assessment:**Assignment, Assignments and case study, 40%. Examination, Final examination and test, 60%.

### **BHO2500 HOSPITALITY AND TOURISM INDUSTRY PROJECT**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or tourism industry project. Execution of the project which includes; undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- negotiate with industry representatives to identify and develop a hospitality, tourism or event industry project;
- undertake a literature review;
- collect and analyse data;
- formulate conclusion and recommendations and write and present a research report.

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

**Required Reading:**Zikmund, W 7th Business Research Methods Thomson

**Assessment:**Case Study, Case Study Analysis, 20%. Project, Project Proposal, 20%. Report, Final Project Report, 50%. Presentation, Presentation of the Final Report, 10%.

### **BHO2505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM**

**Locations:**Footscray Park, Pre-requisite(s) Nil..

**Prerequisites:**Nil.

**Description:**This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.

**Credit Points:**12

**Learning Outcomes:**At the end of this unit, students will have an understanding of the product innovation and development process for hospitality and tourism products and services. Students should understand the factors that drive product and service innovation in hospitality and tourism. Students should appreciate the risks associated with product development and demonstrate a capacity to evaluate potential risks and rewards of product and service innovation.

**Class Contact:**Equivalent to thirty-six hours per semester normally delivered as two hours of lecture and one hour of tutorial.

**Required Reading:**Crawford, C.M. and Di Benedetto, C.A., 2006, New Products

Management, 8th edn, Mc-Graw Hill, Boston. Book of Readings (relating concepts to Hospitality and Tourism).

**Assessment:** Assignment, Progressive Assessment, 60%. Examination, Final assessment, 40%.

### **BHO3174 INTRODUCTION TO PSYCHOLOGY**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The history and science of psychology, experimental methods; basic psychological concepts, the measurement of individual differences, sensation and perception, consciousness, conditioning and learning, memory and thinking, introduction to motivation, stress and health, psychology; intelligence; personality, measurement and theory; psychological disorders and treatment; social psychology.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should have achieved an understanding of: The nature of a person, the various capacities of people and some approaches and assumptions, which can be made about people; The relationships between the individual, various social groups, and the wider society; The methods and the value of investigation in behavioural studies.

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

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

**Assessment:** Tutorial Presentation and report, 25%; Major Assignment, 25%; Tests x 2, 50%.

### **BHO3254 ADVANCED MARKETING RESEARCH**

**Locations:** Footscray Park, Sunway-Malaysia Australian College of Kuwait.

**Prerequisites:** BE01106 - BUSINESS STATISTICS BHO1171 - INTRODUCTION TO MARKETING BHO2285 - MARKETING RESEARCH

**Description:** This unit advances students knowledge of marketing research methods that are useful for management decision making. This unit places emphasis on theoretical and practical application of marketing research approaches in order to critically evaluate and devise solutions for market research problems. This unit will utilise qualitative and quantitative research techniques, as well as computer-based statistical software. This unit will also introduce advanced marketing research methodologies, concepts and technology in practice. Finally, this unit will equip graduates with the ability to propose, draft and design marketing research projects.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Evaluate management problems and translate these into feasible research questions
- Identify appropriate research methods and techniques for a given research project
- Critically analyse, evaluate and synthesize information to develop marketing research proposals
- Be familiar with the use and application of programs available for quantitative analysis
- Develop competencies to manage and work effectively in teams
- Gain confidence and practice in writing reports and making presentations to an informed audience.

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

**Required Reading:** Malhotra, N. K. (2010), (Global Edition. 6e ed.) Marketing Research: An Applied Orientation, Pearson Higher Ed USA

**Assessment:** Report, Case Analysis, 10%. Report, Data Analysis, 15%. Presentation, Research Proposal, 35%. Examination, Final Exam, 40%.

### **BHO3301 HOSPITALITY TECHNOLOGY**

**Locations:** Footscray Park.

**Prerequisites:** Nil

**Description:** The Unit will examine the following areas: The application of technology in the hospitality industry in the areas of: -enhancing the efficacy of business operations, -enhancing the efficiency of business operations, -enhancing guest engagement and control in operations, and -enhancing managerial decision making in operations and strategy. The unit will examine these issues from the perspective of using various technologies to address a variety of operational and strategic challenges that confront the modern hospitality industry.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

- critically analyse business problems as they confront the hospitality industry
- evaluate and identify appropriate technology as required to solve operational and strategic problems in the hospitality industry
- implement and utilise appropriate technology as required to achieve satisfactory operational and strategic outcomes in the hospitality industry.

**Class Contact:** 3 hours per week comprising a 2 hour lecture & 1 hour tutorial.

**Required Reading:** Jones, P. and Pizam, A. 2008 Handbook of Hospitality Operations and IT Elsevier. Chennai, India

**Assessment:** Other, Progressive assessment, 60%. ICT (Wiki, Web sites), Final assessment, 40%.

### **BHO3306 CASINO AND GAMING MANAGEMENT**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study investigates the planning, management and operational requirements of casino and gaming facilities. The aims of the unit of study are: to develop the student's analytical and problem solving skills in the management of gaming operations; to analyse the development of casino and gaming complexes in Australia and other international countries, and to evaluate the social and economic impacts of casinos. Topics to be covered include: casino operating environment, table games, staffing, forecasting, probability theory and games, and simulation.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- analyse and evaluate the social and economic impacts of the casino and gaming industry;
- evaluate and apply effective strategic and tactical techniques in casino operations;

- solve probability and mathematical problems of several casino games;
- develop excel simulation spreadsheets for popular casino games; and
- analyse key aspects from the current literature related to the current and future trends within the casino industry.

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

**Required Reading:**Kilby, J., Fox, J. and Lucas, A 2005 Casino Operations Management, New York: John Wiley.

**Assessment:**Project, Industry, 30%. Other, Simulation, 20%. Examination, Final Examination, 50%.

### BH03310 PROFESSIONAL WINE AND BEVERAGE STUDIES

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study develops the students' knowledge of Australian and international beverages and their application in a commercial environment. Among the topics covered are: Australia's commercial position as a wine producer in relation to other countries. Principles of sensory evaluation and their application to a diverse range of wine styles. The changes that may occur in wines during ageing and/or production. The variances and international influences on the different wine varieties. Varietal profiles and regional characteristics of Australian wine styles. The principles of production techniques for other alcoholic beverages. The characteristics of Champagnes, cocktails, and beers. The application of wine styles to wine and food combining concepts.

**Credit Points:**12

**Learning Outcomes:**After successful completion of this unit of study, students should be able to:

- Understand the principles of sensory evaluation, and apply them to a diverse range of wine styles;
- Discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel;
- Have knowledge of how viticultural practices impact on wine outcomes;
- Understand the changes that may occur in wines during ageing and/or production;
- Appreciate the variances and international influences on the different wine varieties;
- Have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles;
- Extend the principles of production techniques to other alcoholic beverages;
- Apply knowledge of wine styles to wine and food combining concepts.

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

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

**Assessment:**Progressive assessment, 40%; Final Examination, 60%.

### BH03311 YIELD MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**BE01105 - ECONOMIC PRINCIPLES BE01106 - BUSINESS STATISTICS BHO1171 - INTRODUCTION TO MARKETING BHO2282 - ACCOMMODATION MANAGEMENT BAO1101 - ACCOUNTING FOR DECISION MAKING BCO1102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:**This unit of study introduces students to Yield Management, which is a demand based pricing system employed in the hospitality and tourism industry. The use of yield management is seen as a critical change in the setting of price in the hospitality and tourism industry and, coupled with information technology, especially the internet, is having long term strategic impacts on the industry. This unit also explores the role and function of the yield manager who is the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry. Topics to be covered include: market segmentation, pricing, optimisation and simulation, performance modelling and yield management practical application.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to;

- evaluate the role and importance of yield management in hospitality and tourism;
- distinguish yield management in terms of its component parts, strategic factors and critical considerations;
- conduct analytical procedures, including demand analysis, forecasting, pricing, and optimisation needed to apply yield management; and
- research key aspects from the current literature on yield management practices.

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

**Required Reading:**Hayes, D. and Miller, A. 2011, Revenue Management for the Hospitality Industry, Hoboken, NJ: Wiley.

**Assessment:**Test, Multiple choice, 10%. Assignment, Report, 20%. Other, Spreadsheet for simulated environment, 30%. Examination, Final exam, 40%.

### BH03373 INTERNATIONAL MARKETING

**Locations:**Werribee, Footscray Park, City Flinders, Sunway-Malaysia..

**Prerequisites:**BHO1171 - INTRODUCTION TO MARKETING

**Description:**The aim of this subject is to introduce students to the theory and practice of marketing across international borders. Marketing in an international environment is increasingly important for many businesses. While the core principles of marketing apply, this subject will provide students with knowledge, understanding and techniques related to undertaking marketing in an international environment and marketing to global markets.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit of study, students should be able to:

- Demonstrate an understanding of the importance of cultural adaptation in marketing programmes and develop the foundations of cultural and cross-cultural understanding,

- Demonstrate an understanding of different pre-dispositions consumers have towards foreign products, domestic products and products produced in particular countries,
- Develop skills in giving individual oral presentations and contribute to debates in a cross-cultural setting,
- Identify appropriate strategies for marketing products in international markets including the most appropriate communication strategy,
- Understand the key factors involved when marketing products and services in a global market.

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

**Required Reading:**Keegan W. J. and Green M. C., (2007), *Global Marketing - A Micro Perspective* (compiled by Torgeir Watne), Prentice Hall International, New Jersey. or Keegan W. J. and Green M. C., (2007), 6th Edition, *Global Marketing*, Prentice Hall International, New (Note; only the chapters selected in the compiled version and as outlined in the lecture overview will be used).

**Assessment:**Project, Project Proposal, 5%. Tutorial Participation, Tutorial Participation, 10%. Presentation, Tutorial Presentation, 20%. Assignment, Group Assignment, 25%. Examination, Final Exam, 40%.

### BHO3405 ELECTRONIC RETAILING

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BEO1105 - ECONOMIC PRINCIPLES

**Description:**The unit of study consists of foundation level studies where particular aspects of electronic retailing are considered and application level studies where results of empirical studies of electronic retailing are discussed and analysed. The contents include: power shift from retailers to consumers; interactive shopping, on-line shopping, television shopping, virtual shopping; electronic connection between retailers and consumers; impact of Internet on consumer behaviour, competition and communication; forces driving changes in consumer shopping behaviour from the supply and demand angles; impact of electronic retailing on consumer shopping behaviour; implications for physical retailers and their strategic response to electronic retailing competition in terms of site architecture, contiguity, merchandise range, pricing, payment methods and promotion research; web strategies for electronic retailers including limitations of electronic retailing; differences and similarities of electronic retailing for consumers and business; future of electronic retailing.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to understand the basic principles of electronic retailing.

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

**Required Reading:**Krishnamurthy, S., 2003 *E-Commerce Management. Text and Cases* Thomson South-Western, Ohio

**Assessment:**Assignment, Research Assignment (approx 2500 words), 25%. Presentation, Presentation (approx 2500 words), 25%. Examination, Examination, 50%.

### BHO3420 EVENT OPERATIONS

**Locations:**Footscray Park.

**Prerequisites:**BHO2432 - INTRODUCTION TO EVENTS

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**Description:**The Unit will examine the following areas of event operations:- Events in historical contexts - Rationale for hosting events - Allocation and use of resources (human and financial) as well as the infrastructure required for running an event - Bidding for events - Developing the event concept - The development of a sponsorship programme for an event - Financial management - Organisational structures and administration - Logistics and staging of an event - Legal issues and risk analysis - Crisis management and media relationships - Waste management.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Demonstrate an appreciation of the operations and management of facilities and resources used for hosting special events
- Demonstrate an understanding of how different stakeholder interests may necessitate different management approaches
- Understand the importance of sponsorship to events and the management of the sponsorship before, during and after the event
- Be able to assess risks and produce a risk management plan
- Understand the legal obligations of an events organiser
- Demonstrate an ability to analyse the macroenvironment and based on that analysis, produce a business plan as part of a team
- Reflect on the operational aspects of running an event
- Demonstrate an ability to take into consideration the environmental implications of events

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

**Required Reading:**Allen, J., O'Toole, W., Harris, R., & McDonnell, I. 4th Ed (2008) *Festival and Special Event Management* John Wiley & sons, Brisbane

**Assessment:**Other, Progressive Assessment, 60%. Examination, Examination, 40%.

### BHO3421 BUSINESS EVENTS

**Locations:**Footscray Park.

**Prerequisites:**BHO2432 - INTRODUCTION TO EVENTS

**Description:**The Unit will examine the following areas: The scope of business events; international business events; business events in Australia; Tourism Satellite Accounts and their importance; definitions within the business events sector (MICE, Trade Shows etc); rationale for business events; stakeholders (PCOs, Convention Bureaux, Venues); funding and economic considerations; business event sectors (e.g. meetings and conferences, trade shows and exhibitions, product launches, incentive travel); operationalising business events; sourcing leads; managing client relationships; leveraging business events; pre- and post- events activities; accompanying persons programme; use of EventsPro software; the future of business events (e.g. climate change; carbon neutral initiatives and innovations).

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Understand the context of business events;
- Understand the rationale behind business events;
- Have substantial knowledge of the main types of business events;
- Understand the planning and development of business events;

- Understand incentive travel and be able to develop a proposal for a client brief;
- Recognise the importance of the client relationship;
- Be able to select venues appropriate for business events;
- Use EventsPro for the management of conferences and trade shows;
- Be aware of the challenges facing the future of the industry;
- Understand the need for flexibility, innovation and creativity and provide solutions for the above challenges.

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

**Required Reading:**Rogers (2008) 2nd Conferences and Conventions: A Global Industry London: Elsevier/Butterworth-Heinemann

**Assessment:**Other, Progressive Assessment, 60%. Examination, Examination, 40%.

### BHO3422 EVENT CREATION AND DESIGN

**Locations:**Footscray Park.

**Prerequisites:**BHO2432 - INTRODUCTION TO EVENTS

**Description:**This unit will examine the following areas: 1. Creativity - the concept of creativity; developing and fostering creative skills; barriers to creativity 2. Events and creativity in context; historical perspectives; the evolution of creativity in events; the value of extravagant events, specifically closing and opening ceremonies; objectives of events; constraints to creativity in events 3. Design - Principles of design; producing creative events; technical skills; resources; risk factors; review of event creative industries and synergies with events.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Understand the creative process
- Understand the methods for encouraging a creative environment
- Understand the ways in which events are created and produced
- Know what would constitute a creative event and how to go about producing this
- Understand how technical skills can be used to enhance the production of events
- Be familiar with the principles of event design
- Be able to develop/design a proposal for a unique event.

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

**Required Reading:**Clegg, B. (1999) Creativity and Innovation for Managers. Butterworth-Heinemann, Oxford.

**Assessment:**Exercise, Early assessment exercise - 1,500 words, 15%. Assignment, Individual assignment - 1,500 words, 30%. Assignment, Group assignment , 35%. Presentation, Presentation, 20%.

### BHO3423 EVENT EVALUATION AND LEGACY

**Locations:**Footscray Park.

**Prerequisites:**BHO2432 - INTRODUCTION TO EVENTS

**Description:**This unit will examine the triple bottom line evaluation of events. In so

doing it will: Examine the event evaluation process from the pre-event stage (feasibility stage) through to post-event evaluation - Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events - Examine the concept of event legacy - Use the economic evaluation kit Encore as the basis for understanding the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Obtain an understanding of feasibility studies and their role in the event evaluation process
- Understand the basis for evaluating the economic impacts of events
- Understand the basis for evaluating the social impacts of events
- Understand the basis for evaluating the environmental impacts of events
- Understand the concepts behind holistic evaluation of events and triple bottom line reporting
- Obtain an understanding of the legacy of events
- Use the economic evaluation tool ENCORE.

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

**Required Reading:**Jago & Dwyer. (2006) Economic Evaluation of Special Events: A Practitioner's Guide. Common Ground, Altona.

**Assessment:**Other, Progressive Assessment, 60%. Examination, Examination, 40%.

### BHO3433 FOOD AND BEVERAGE MANAGEMENT III

**Locations:**Footscray Park.

**Prerequisites:**BHO1121 - FOOD AND BEVERAGE MANAGEMENT IBHO1122 - FOOD AND BEVERAGE MANAGEMENT II

**Description:**This unit of study aims to develop in students an understanding of key principles of a food and beverage cost management strategy; enable students to critically evaluate both well-established and recent theories in catering supply and demand and to develop an understanding of the market in which catering operations exist; develop students capacity to undertake management or large-scale, multi-site and multi-unit catering projects. Topics include: competitive challenges of the restaurant and catering industry; systems theory and restaurant and catering systems including food safety systems; types of costs in restaurant and catering operations. Factors influencing restaurant and catering costs. Costs and menu engineering; Unique cost management problems of large-scale multi-site catering businesses. Contemporary issues in catering cost management. Industry case studies.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to: Solve problems in costing through the application of specific tools and techniques; Appreciate the importance of maximising stock turnover while maintaining sufficient stock levels; Research and understand developments in 'Systems Theory' and to apply the 'Systems' paradigm to the production, distribution and service phases of large-scale catering operations; Utilise the theory and practice of project management.

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

**Required Reading:** Morrison, P., Ruys, H. and Morrison, B., 1998, Cost Management for Profitable Food and Beverage Operations, 2nd edn, Hospitality Press, Melbourne.

**Assessment:** In-semester assessment, 30%; Group Project, 30%; Final examination, 40%.

### BHO3435 MARKETING PLANNING AND STRATEGY

**Locations:** Footscray Park, Sunbury, Sunway-Malaysia Australian College of Kuwait.

**Prerequisites:** BHO1171 - INTRODUCTION TO MARKETING BHO2434 - CONSUMER BEHAVIOUR BHO2257 - ADVERTISING AND MARKETING COMMUNICATIONS

**Description:** This unit of study adopts a strategic approach to marketing. The tools, techniques and analyses performed in the preparation of a marketing strategy plan will be covered in detail. In addition, the unit of study will evaluate a number of theories developed to assist with strategy formulation. Topics covered include: trends in marketing strategy, portfolio analysis, competitor audits, customer audits, situation analysis, selecting strategic alternatives, the business vision and mission, implementation and control processes. The culmination of this unit of study may involve the preparation of a marketing plan.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Critically evaluate the evolution of strategic thought;
- Compare and contrast managerial and strategic approaches;
- Undertake environmental scanning for strategic planning purposes;
- Recognise the importance of high level analysis in strategic planning;
- Analyse trends and identify growth opportunities;

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

**Required Reading:** Aaker, David, 2011, 9th edn, Strategic Market Management, Wiley

**Assessment:** Final examination, 40%; Individual essay, 20%; Group project, 40%.

### BHO3438 TOURISM IN THE ASIA-PACIFIC REGION

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

**Prerequisites:** BHO1190 - INTRODUCTION TO TOURISM

**Description:** This unit of study aims to develop an understanding of the role, significance and impacts of tourism in the Asia-Pacific region. To provide students with knowledge of the institutional framework for tourism in the region; and analyse the implications for the development of tourism in the Asia-Pacific. The unit of study examines the concept of regionalisation and how this influences tourism structures and relationships in the Asia-Pacific region. Issues addressed include the economic, social, cultural, political and environment dimensions of tourism in the region, transport and infrastructure development, and the need for a co-operative approach to tourism development.

**Credit Points:** 12

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

**Required Reading:** Pookong, K. and King, B. (eds), 1999, Asia-Pacific Tourism: Regional Co-operation, Planning and Development, Hospitality Press, Melbourne.

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

### BHO3439 MARKETING SERVICES AND EXPERIENCES

**Locations:** Footscray Park, Australian College of Kuwait Sunway University, Kuala Lumpur, Malaysia; Sunway College, Johor Bahru, Malaysia..

**Prerequisites:** BHO1171 - INTRODUCTION TO MARKETING

**Description:** This is an advanced unit in marketing which examines the special requirements for successfully marketing services. The various activities in the services marketing mix are examined with particular reference to product development, pricing, promotion, place decisions, process design, people, performance and physical evidence. In addition, the role and importance of the service sector to the Australian economy is examined.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able:

- Demonstrate an understanding of the unique challenges involved in marketing and managing services and experiences;
- Identify and analyse the various components of the services marketing mix;
- Demonstrate an understanding of the key issues required when managing customer satisfaction and service quality;
- Understand the role of the participants as co-creators of experiences, satisfaction and recovery;
- Demonstrate an appreciation of other key issues in service businesses such as managing supply and demand, relationship marketing, and the overlap in marketing/HRM/operations; and
- Demonstrate an understanding of how the concept of "customer service" can be used as a competitive advantage in managing organisations.

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

**Required Reading:** Lovelock, C.H., Patterson, P.G. and Wirtz, J. (2011) Service Marketing: An Asia-Pacific and Australian Perspective, Pearson Australia, Frenchs Forest.

**Assessment:** Test, A Multiple-choice test, 10%. Presentation, Pecha Kucha style presentation, 20%. Report, Service experience diary report, 30%. Examination, Final Exam, 40%.

### BHO3442 MARKETING PLANNING AND ANALYSIS

**Locations:** Footscray Park, Off-shore, Sunway, Malaysia..

**Prerequisites:** BHO1171 - INTRODUCTION TO MARKETING plus one second year marketing unit and one third year marketing unit.

**Description:** This unit of study adopts a strategic approach to marketing. The tools, techniques and analyses performed in the preparation of a marketing strategy plan will be covered in detail. In addition, the unit of study will evaluate a number of theories developed to assist with strategy formulation. Topics covered include: trends in marketing strategy, portfolio analysis, competitor audits, customer audits, situation analysis, selecting strategic alternatives, the business vision and mission, implementation and control processes. The culmination of this unit of study may involve the preparation of a marketing plan.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Discuss the evolution of strategic thought;
- Identify the distinction between managerial and strategic approaches;
- Collect, interpret, manage and distil marketing intelligence from a range of diverse sources;
- Collect and manage environmental scanning for strategic planning purposes;
- Understand the role of futures research in strategic planning;
- Appreciate the role of change and be able to identify different types of change scenario for strategic planning;
- Collect, manage and interpret trends for use in futures research and for building future scenarios;
- Recognise the importance of high level analysis in strategic planning;
- Analyse trends and identify growth opportunities;
- Identify, analyse and describe the underlying drivers of change ;
- Conduct a competitor analysis, environmental analysis, internal analysis and market analysis & SWOT analysis;
- Discuss the theoretical frameworks for strategic planning;
- Identify and discuss the sources of strategic advantage for given organisations/ business units;
- Identify appropriate marketing strategies for given organisations or business units;
- Prepare a marketing strategy plan;
- Conduct high level strategic research and analysis;
- Communicate effectively, especially using business reports and power-point summaries;
- Solve complex problems within uncertain future-oriented environments;
- Operate effectively within a team-based working environment

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

**Required Reading:**Aaker, D 2011, 9th edn, Strategic Market Management, John Wiley & Sons, QLD, Australia.

**Assessment:**Examination, Final examination, 40%. Essay, Individual essay, 40%. Project, Group project, 20%.

### BHO3473 HUMAN RELATIONS

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**The purpose of this unit is to acquire a comprehensive knowledge about interpersonal communication, self awareness and reflection and to develop, practice and apply skills in these areas. This unit is an applied skills-oriented course but in order to develop these skills students will be required to critically evaluate relevant theories and research findings. Some of the topics covered relate to the development of effective listening skills, managing verbal and non-verbal communication in face-to-face situations, intercultural communication, resolving conflict, effective leadership, teamwork and problem solving.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- critically evaluate and apply the conceptual framework for understanding and managing interactions between people; and
- demonstrate mastery of the generic interpersonal skills necessary for building and maintaining effective working and interpersonal relationships; and
- demonstrate a capacity for deep and critical personal reflection.

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

**Required Reading:**Johnson, D.R., 2009, 10e, Reaching Out: Interpersonal Effectiveness and Self-Actualization, Pearson Education

**Assessment:**Test, Short answer, 15%. Test, Multiple choice, 35%. Journal, Reflective exercise, 20%. Report, Research, 20%. Presentation, Group, 10%.

### BHO3497 FIELD RESEARCH PROJECT

**Locations:**Footscray Park.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISM

**Description:**This unit of study enables students to observe tourism in action in the field. The unit of study is offered as a Summer School elective after the completion of the semester 2 examination period. Previous destinations have included Queensland, Vanuatu, Bali, Western Samoa, Vietnam and Fiji. Prior to travel students receive a briefing on the problem to be investigated. The trip involves a series of site visits and presentations from relevant tourism-related personnel. Students complete a diary during the course of the trip and write this up as an assignment on their return.

**Credit Points:**12

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

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

**Assessment:**Project assignment, 100%. Please note an additional charge applies for this unit of study.

### BHO3498 CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM

**Locations:**Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISMBHO2255 Tourism Enterprise Management or BHO3499 Managing Sustainable Destinations.

**Description:**This unit is an advanced unit that provides an overview of current and future trends and issues relating to international tourism. The approach could have a sectoral and/or a thematic focus. Topics will change over time, reflecting their relative importance to international tourism, though there will be some emphasis on responsible tourism issues (e.g. climate change, poverty alleviation, corporate social responsibility). Comparisons will be made between Australian and international experience. The unit aims to develop students' ability to critically evaluate data and information from a wide range of secondary sources relating to specific trends and issues relevant to international tourism, and to interpret the implications that these issues and trends have for the tourism industry in the future.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to:

- demonstrate a greater understanding of the current trends and issues affecting international tourism;
- access a wide range of secondary data and information sources relating to international tourism trends;
- demonstrate high level research and evaluative skills through an in-depth investigation of one or more current trends or issues in international tourism;
- identify and analyse a contemporary international tourism issue and compare and contrast the dimensions of that issue in at least two international countries.

**Class Contact:**3 hours per week or equivalent.

**Required Reading:**Given the contemporary nature of this unit, there is no set text. Key academic and industry references will be provided for each topic.

**Assessment:**Progressive Assessment Class Participation (10%): - Based on group discussion of selected readings and lecture material. In Class Tests (2 x 20%): - Based on readings covered in readings and lectures. Group Presentation and Workshop (20%) 30 Minutes: - An analysis of key trends and issues internationally for a designated topic, drawn from academic and industry sources. - A workshop where the presenters generate a class discussion on one or more of the trends and issues for their designated topic area. Group Research Proposal and Research Report (30%) 3500 to 4000 words: - An in-depth analysis of a current trend or tourism issue internationally based on secondary data sources. - A comparison of academic and industry/government viewpoints. - A comparative analysis of the issue internationally, covering at least two countries.

### BHO3499 MANAGING SUSTAINABLE DESTINATIONS

**Locations:**Footscray Park, Sunway-Malaysia, HKIT-Hong Kong.

**Prerequisites:**BHO1190 - INTRODUCTION TO TOURISM

**Description:**This unit examines the meaning and practice of tourism planning and sustainable destination management and its relationship to economic, physical and human environments in the context of destination competitiveness. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes. The aims of the unit are to: - illustrate the complex nature of the tourism planning process and the role played by the public and private sectors in this process. - demonstrate the need to integrate various planning and management approaches in the development of tourism. destinations familiarise students with the principles of sustainable tourism planning and management and how these principles relate to the economic, physical and human environments. - acquaint students with the different forms and settings that sustainable tourism planning and management takes.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will be able to:

- identify the key stakeholders in the planning, development and management of sustainable destinations
- understand the conceptual model of destination competitiveness and the concepts of sustainable tourism planning and management as applied to different destination scales
- demonstrate knowledge of how to manage the economic, socio-cultural and environmental impacts of tourism to achieve sustainable outcomes

- understand the common features of, and contrasts between, tourism planning and sustainable destination management in different settings.

**Class Contact:**3 hours per week or equivalent.

**Required Reading:**Ritchie, J.R. Brent and Crouch, G.I. (2003). The Competitive Destination: A Sustainable Tourism Perspective. CABI Publishing, Wallingford.

**Assessment:**Test, Multiple Choice Test, 10%. Test, Weekly Tutorial AGE/CIA World Factbook Test, 10%. Report, Prepare a Business Report, 30%. Assignment, Zine Assignment, 10%. Examination, Final Exam, 40%.

### BHO3500 HOSPITALITY AND TOURISM INDUSTRY PROJECT

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

**Prerequisites:**Nil.

**Description:**To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or tourism industry project. Execution of the project which includes; undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.

**Credit Points:**12

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

**Required Reading:**Robson, C., 1993, Real World Research, Blackwell, London.

**Assessment:**Progressive assessment, 50%; Final project report, 50%.

### BHO3501 HOSPITALITY FACILITIES PLANNING AND DEVELOPMENT

**Locations:**Footscray Park.

**Prerequisites:**BA01101 - ACCOUNTING FOR DECISION MAKINGBHO1171 - INTRODUCTION TO MARKETINGBHO2282 - ACCOMMODATION MANAGEMENT

**Description:**To introduce students to the process of planning developing and evaluating hospitality facilities via systematic market demand analysis and feasibility study. Topics include: the development process, conceptualisation, planning and initiation, market demand analysis and feasibility studies; and the management and operational phase, performance evaluation, decision making strategy development and implementation.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- examine the complex nature of hospitality facilities planning and development;
- critique the major legal and design issues involved in a development project;
- conduct a Market Feasibility Study and produce a report for a proposed hospitality property development; and
- conduct a Financial Feasibility Study and produce a report for a proposed hospitality property development.

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



**Required Reading:**Baker, K., 2008, Project Evaluation and feasibility analysis in hospitality operations, Pearson Education Australia.

**Assessment:**Test, Multiple choice/short answer, 20%. Report, Feasibility study report, 60%. Examination, Final exam, 20%.

### **BHO3504 CULTURE AND IDENTITY**

**Locations:**Footscray Park, Angell Business School - Freiburg.

**Prerequisites:**Nil.

**Description:**The aim of this unit is to introduce students to the social complexity of the hospitality and tourism industries. The student will address the complexities of the service environment as experienced by hospitality and tourism workers. In particular, the unit will focus on the complexities of a truly international industry wherein staff deal with colleagues and customers from different cultural backgrounds.

**Credit Points:**12

**Learning Outcomes:**Upon completion of this unit, the student should be able to demonstrate an appreciation for; the challenges of working in a multi-cultural environment; the universals of social behaviour; culture and ethics; cross cultural interaction and communications as they are experienced in the hospitality and tourism industry.

**Class Contact:**3 hours per week 2 hour lecture 1 hour tutorial.

**Required Reading:**Helen Fitzgerald, H. 1998. Cross-Cultural Communication for the Tourism and Hospitality Industry. Hospitality Press ISBN 1862504725.

**Assessment:**Progressive Assessment 60% Final Assessment 40%.

### **BHO3505 INNOVATION AND CREATIVITY IN HOSPITALITY AND TOURISM**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.

**Credit Points:**12

**Learning Outcomes:**At the end of this unit, students will have an understanding of the product innovation and development process for hospitality and tourism products and services. Students should understand the factors that drive product and service innovation in hospitality and tourism. Students should appreciate the risks associated with product development and demonstrate a capacity to evaluate potential risks and rewards of product and service innovation.

**Class Contact:**Equivalent to thirty-six hours per semester normally delivered as two hours of lecture and one hour of tutorial.

**Required Reading:**Crawford, C.M. and Di Benedetto, C.A., 2006, New Products Management, 8th edn, Mc-Graw Hill, Boston. Book of Readings (relating concepts to Hospitality and Tourism).

**Assessment:**Progressive Assessment 60% final assessment 40%.

### **BHO3506 THE INTERNATIONAL PROFESSIONAL**

**Locations:**Footscray Park.

**Prerequisites:**BBB3001 - CO-OPERATIVE EDUCATION 1BBB3002 - CO-OPERATIVE EDUCATION 2BHO3473 - HUMAN RELATIONS

**Description:**Drawing upon the students experience in co-operative education, this unit

of study examines issues such as the changing nature of work within the hospitality and tourism industries and the implications of these changes for managers. It further provides students with a theoretical and experiential introduction to mentoring via a University sponsored student mentoring program.

**Credit Points:**12

**Learning Outcomes:**Upon completion of this subject students will have demonstrable skills in self and other management, mentoring and leadership as they are applied in the hospitality industry. In particular, students will be able to demonstrate high level skills in personal awareness, reflection and self management in order to maximise their career potential.

**Class Contact:**Equivalent to thirty-six hours per semester. Normally to be delivered as 5 x 3 hour seminars, 2 x 8 hour residential workshop and 1 x 5 hour workshop.

**Required Reading:**Lussier, R., 2002, Human relations in organizations: Applications and skill-building (5th edn), McGraw-Hill, Boston. Book of Readings (Relating concepts to the Hospitality Industry).

**Assessment:**Progressive assessment 100% Class presentation, reflective journal, formal essay.

### **BHO3507 INTERNATIONAL TRENDS AND ISSUES**

**Locations:**Footscray Park, Off-shore.

**Prerequisites:**Nil

**Description:**This unit provides an overview of current and future international trends and issues relating to the tourism, hospitality and events industries. The approach has a sectoral and thematic focus. Topics will change over time, reflecting their relative importance. The unit aims to develop students' ability to critically evaluate data and information from a wide range of secondary sources and to interpret their implications. Topics may include trends and issues relating to work and employment, consumers, the emergence of new markets, information technology, quality and accreditation and integrated hospitality, leisure and entertainment destinations.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to: identify how trends and issues influence future career choices; analyse and understand a wide range of secondary data and information sources; demonstrate the ability to debate the implications of trends and issues for a specific industry; demonstrate high level research and evaluative skills; and analyse and make recommendations about a contemporary international issue for at least two international countries.

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

**Required Reading:**There is no set text for this unit of study.

**Assessment:**Test, In class, 40%. Report, Research report and proposal, 35%. Presentation, Group Presentation and Workshop, 15%. Participation, Class Participation, 10%.

### **BHO3510 HOSPITALITY, TOURISM & EVENTS INDUSTRY PROJECT**

**Locations:**Footscray Park, Off-shore, Angell - Germany (Site 73).

**Prerequisites:**Nil.

**Description:**To introduce students to industry representatives and industry based project methodologies incorporating investigation techniques to better understand the issues confronting hospitality and tourism industry managers. Topics covered: Negotiating with industry representatives to identify and develop a hospitality or

tourism industry project. Execution of the project which includes; undertaking a literature search and the collection and analysis of data; formulation of conclusions and recommendations; presentation of the main implications for management.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- negotiate with industry representatives to identify and develop a hospitality, tourism or event industry project;
- undertake a literature review;
- collect and analyse data;
- formulate conclusion and recommendations and write and present a research report.

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

**Required Reading:** Zikmund, W. et.al 8th Business Research Methods Mason, OH: South-Western Cengage Learning

**Assessment:** Assignment, Progressive assessment, 50%. Assignment, Final project report, 50%.

### BHO5405 EVENT EVALUATION AND LEGACY

**Locations:** City Flinders, .Pre-requisite(s) Nil.

**Prerequisites:** Nil.

**Description:** This unit will examine the Triple Bottom Line Evaluation of events. In so doing it will: • Examine the event evaluation process from the pre-event stage (feasibility studies) through to post-event evaluation • Examine separate and holistic approaches to evaluating the economic, social and environmental impacts of events • Examine the concept of event legacy • Use the economic evaluation kit Encore as the basis for understanding the research principals of the economic evaluation of events as well as the practical use of the actual instrument to evaluate the economic contribution of events.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to: - Obtain an understanding of feasibility studies and their role in the event evaluation process - Understand the basis for evaluating the economic impacts of events - Understand the basis for evaluating the social impacts of events - Understand the basis for evaluating the environmental impacts of events - Understand the concepts behind the holistic evaluation of events and triple bottom line reporting - Obtain an understanding of the legacy of events - Use the economic evaluation tool - Obtain an understanding of questionnaire design, data collection, sampling, data interpretation and research results dissemination .

**Class Contact:** 3 hour seminar or equivalent.

**Required Reading:** Jago, L. and Dwyer, L. (2006) Economic Evaluation of Special Events: A Practitioners Guide. Common Ground, Altona. Mossberg, L. (2000) Evaluation of Events. Cognizant, New York.

**Assessment:** Literature Review, Critique of current article relating to event evaluation, 20%. Report, Social or Economic evaluation of an actual event, 40%. Essay, Essay on the current trends and issues in Event Evaluation, 30%. Presentation, Presentation on the result of Social or Economic evaluation., 10%.

### BHO5501 ELECTRONIC MARKETING

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

**Prerequisites:** BHO6505 - MARKETING MANAGEMENT

**Description:** The unit of study has the objective of students gaining a broader understanding of the many facets of electronic marketing with particular attention to its application for direct marketing and online advertising. The unit material is presented within a framework of an electronic marketing plan so that students will be able to utilise their theoretical knowledge and understanding on how to deploy digital technology to stay competitive in a dynamic business environment. This unit attempts to develop abilities to plan, evaluate and implement electronic marketing strategies in order to transform traditional marketing and business models.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Gain insights into how the Internet is changing existing marketing models and whether new models and strategies can be applied to exploit the medium effectively
- Evaluate the different elements of the Internet environment that impact on an organizations Internet marketing strategy
- Illustrate an ability to analyse business cases and develop innovative electronic solutions to fulfil identifiable needs
- Develop insights and formulate strategic recommendations on new and emerging e-business and e-commerce models technologies, products and services
- Critically analyse e-marketing case-studies and present conclusions and proposals effectively in written and oral form.

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

**Required Reading:** Chaffey, D, Ellis-Chadwick, F, Johnston, K & Mayer, R 2009, 4th edition, Internet Marketing: Strategy, Implementation and Practice, Harlow, England ; New York : Financial Times/Prentice Hall

**Assessment:** Report, Case Analysis A, 10%. Report, Case Analysis B, 15%. Presentation, Group Report and Presentation, 35%. Examination, Final Exam, 40%.

### BHO5502 SERVICES AND RELATIONSHIP MARKETING

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

**Prerequisites:** Nil.

**Description:** The aim of the unit of study is to introduce the graduate student to the service industry, and the marketing implications. There is a focus on developing marketing strategies for services, especially in view of demand management, quality, and customer service. Building internal and external relationships a competitive strategy for service marketing forms an integral part of this unit of study. Topics include: understanding services; strategic issues in service marketing; tools for service marketers; relationship marketing in services; marketing plans for services.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Differentiate between the unique characteristics of services and identify the distinctive marketing and management challenges they pose
- Appraise how the service design and the service environment can help improve both service quality and productivity
- Debate the importance of service quality for customer satisfaction, loyalty and repeat purchase

- Evaluate the contribution of participants in service delivery, satisfaction and recovery
- Value the roles of customer service and relationship marketing in business marketing and debate their importance
- Develop a profitable service strategy to illustrate how the concept of service can be used as a competitive advantage in managing organisations

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

**Required Reading:** To be advised by the unit coordinator.

**Assessment:** Essay, Individual Essay, 20%. Report, Group Report (to client), 10%. Report, Group Report (full), 40%. Other, Individual Reflection and Evaluation, 30%.

## BH05503 MARKETING COMMUNICATION

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study is aimed at developing managerial decision making skills in all aspects of promotion. Topics covered would include: strategy development and implementation in advertising, personal selling, publicity, public relations, direct response marketing and customer service.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Compare and contrast the strong and weak theories of marketing communications.
- Devise effective marketing strategies and programmes.
- Formulate appropriate marketing communications strategies to practical business objectives.
- Distinguish and justify different creative and media execution.
- Evaluate a company's marketing and promotional programme.

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

**Required Reading:** Belch, George E. and Michael A. Belch (2009), (Eighth Edition), Advertising and Promotion: An Integrated Marketing Communications Perspective McGraw-Hill/Irwin, New York.

**Assessment:** Presentation, Individual Presentations and Theory led Discussion, 20%. Report, Group Report (individual or pairs), 40%. Examination, Examination, 40%.

## BH05504 BRAND AND PRODUCT MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** BH06505 - MARKETING MANAGEMENT

**Description:** The unit of study is aimed at introducing graduate students to aspects related to the design of marketing of products and services in the marketplace. It will provide students with skills necessary in developing and administering policies and strategies for both the company's existing and new products with a competitive edge. The topics covered in this unit of study, would include: a framework for product management structure in an organisation; an overview for the need for introducing new products; the importance of an innovation policy; new product strategy, a productive new product development process; market appraisal for opportunity identification; the design process, a focus on importance of the

consumer, product positioning, testing and improving new products to meet competition, product introduction and profit management; implementing the new product development process: the imperative need for customer and after-sale service as a competitive edge strategy in both domestic and foreign markets.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Compare and contrast the elements of a managing a product and managing a brand
- Critique the different measures of brand equity, including brand salience
- Debate communication strategies by justifying the measures of valuation formation that are based on consumer perception
- Appraise the rationale behind new product development and new services development processes, including innovation, research, and testing
- Assess and develop differing brand and product portfolio management strategies

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

**Required Reading:** Keller Lane Kevin. (2007) 3rd Edition, Strategic Brand Management \_ Building, Measuring, and Managing Brand Equity, Prentice \_ Hall Inc Plus (Best Practices Cases in Branding)

**Assessment:** Presentation, Individual - How the elements of a strong product contribute to Strong Brands Presentation, 15%. Essay, Individual - Brand equity vs brand salience, 35%. Report, Group Report - Portfolio Management Strategies/Brand Inventory, 30%. Presentation, Group - New product Presentation, 20%.

## BH05505 BUSINESS TO BUSINESS MARKETING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study is aimed at graduate students with prior knowledge or understanding of the marketing discipline. It would acquaint students with practices and problems of the Industrial and Organisational Marketing field or profession. Students would be equipped with skills and techniques essential in carrying out managerial responsibilities and duties in the industrial marketing function. Topics to be covered would include: the basics of industrial marketing; industrial markets, products and services and purchasing practices; organisational buyer behaviour and concepts and models of organisational buying behaviour; industrial marketing research and intelligence; industrial market segmentation; industrial marketing management functions; the strategic management of industrial products and services, marketing and product innovation, industrial pricing, industrial marketing communications, industrial channel strategy; control of industrial marketing programs; industrial market performance, control and evaluation of industrial marketing, industrial competitiveness in the Asian economic integrated region.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Discriminate between business to business and consumer markets
- Utilise current information on the subject in order to understand the breadth and depth of business to business markets

- Synthesise customer marketing information and critique the nature of business to business markets
- Appraise the importance of business and customer relationship management
- Choose appropriate business to business customers and generate an appropriate business to business marketing strategy

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

**Required Reading:** Dwyer, F.R. & Tanner, J.F., 2006, Business Marketing - Connecting Strategy, Relationships and Learning, McGraw-Hill.

**Assessment:** Final Examination, 50%; Case study/assignments/research projects, 50%.

## BH05506 ADVANCED WINE AND BEVERAGE MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This aim of this unit of study is to develop the students' knowledge of Australian wines and international beverage products and their commercial and culinary roles in hospitality enterprises. The content is as follows: Sensory evaluation and judging Australian wines. Generic and varietal wine styles. The major wine producing regions of Australia. Champagnes, spirits, beers, and liqueurs. Viticulture and viniculture. Contemporary wines and drinks list, costing and pricing, structure and content. Purchasing, storing, and service of beverages. Cost controls and reporting systems. Food and wine harmony. Wine promotions, merchandising and marketing for food and beverage managers.

**Credit Points:** 12

**Learning Outcomes:** After successful completion of this unit, students should be able to:

- Understand the principles of sensory evaluation, and apply them to a diverse range of wine styles;
- Discuss sensory characteristics using a common set of terms for wines from the wine aroma wheel;
- To have knowledge of how viticultural practices impact on wine outcomes;
- To understand the changes that may occur in wines during ageing and/or production;
- Appreciate the variances and international influences on the different wine varietals;
- Have an extensive understanding of varietal profiles and regional characteristics of Australian wine styles;
- Extend the principles of production techniques to other alcoholic beverages;
- Apply knowledge of wine styles to wine and food combining concepts.

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

**Required Reading:** Iland, P. and Gago, P., 1997, Australian Wine: From the Vine to the Glass, Patrick Iland Wine Promotions, South Australia.

**Assessment:** Progressive assessment, 40%; Final examination, 60%.

## BH05520 INTRODUCTION TO HOSPITALITY INDUSTRY

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

**Prerequisites:** Nil.

**Description:** To introduce students to the study of hospitality as an emerging discipline worthy of rigorous study. To orient the students to the hospitality industry and the issues which confront it. Topics covered: hospitality as a field of study; introduction to the hospitality industry; the philosophy of hospitableness; the origins of modern hospitality; the structure and dynamic forces of the hospitality industry; consuming hospitality; the co modification of the hospitality industry.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should: Have a critical and holistic understanding of the hospitality industry as both a social and economic phenomenon involving relationships and transactions between people, which require the effective application of certain management concepts and techniques; and have developed their abilities to critically evaluate and analyse what they read, as well as improve their writing skills.

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

**Required Reading:** O'Mahony, B. and Simonsen, R., Introduction to the Hospitality Industry: Readings and course materials, Victoria University.

**Assessment:** Progressive assessment, 60%; Final examination, 40%.

## BH05521 FOOD AND BEVERAGE STUDIES I

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

**Prerequisites:** BH05520 - INTRODUCTION TO HOSPITALITY INDUSTRY

**Description:** To introduce students to the core principles and practices of kitchen management systems, which optimise the managerial and operational efficiency of food production facilities. Topics covered: introduction to food production; the menu as a core management tool; food commodities; recipe development and standard recipes; food production systems; evaluation methods of food production.

**Credit Points:** 12

**Learning Outcomes:** On the completion of this unit, students are expected to demonstrate an understanding of: The essential characteristics of food and beverages; The structure and nature of the foodservice industry; The role and function of the menu and the wine lists, including menu planning; Various food production methods; Various food control systems, including food and beverage costing methods; Recipe development and standardisation; Basic food safety and hygiene principles; The concept of the dining experiences and various examples of the dining experience.

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

**Required Reading:** Davies, B., Lockwood, A. and Stone, S., 1998, Food and Beverage Management, Butterworth, Oxford.

**Assessment:** Progressive assessment, 60%; Final examination, 40%.

## BH05522 FOOD AND BEVERAGE STUDIES II

**Locations:** Footscray Park.

**Prerequisites:** BH05520 - INTRODUCTION TO HOSPITALITY INDUSTRY

**Description:** To develop a comprehensive understanding of the principles and practices of restaurant management. Topics covered: concepts of restaurant management; conceptualising quality in a restaurant setting; quality control; evaluating restaurant performance in terms of financial, market and operational criteria.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Demonstrate essential operational skills required to deliver quality food & beverage services; Describe the roles and responsibilities of a restaurant manager; Analyse and evaluate restaurant performance based on financial, market and operational criteria; Demonstrate basic restaurant management skills.

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

**Required Reading:** Davis, B., Lockwood, A. and Stone, S., 1998, Food and Beverage Management, Butterworth Heinemann, Oxford.

**Assessment:** Progressive assessment, 60%; Final examination, 40%.

## **BHO5525 MARKETING STRATEGY**

**Locations:** City Flinders.

**Prerequisites:** BHO6505 - MARKETING MANAGEMENT

**Description:** Market-driven Strategy, Business and Marketing Strategies, Market vision, Structure and Analysis, Relationship Strategies, Segmenting Markets, Managing Value-Chain Relationships, The Marketing Mix and Strategy, Designing Market Driven Organisations, Implementing and Managing Market-Driven Strategies.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Distinguish between managerial and strategic perspectives in marketing;
- Critique whether formal planning procedures assist organisations in developing better marketing strategies;
- Critically evaluate strategic management philosophies and whether their objectives are beneficial to an organisation's profitability;
- Generate and evaluate a range of alternative strategies in meeting an organisation's objectives;
- Defend and justify the implications associated with applying alternative strategic marketing plans.

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

**Required Reading:** Hooley, G. B. Nicoul and N. Piercy (2011) (Fifth Edition) Marketing Strategy and Competitive Positioning Pearson, Essex.

**Assessment:** Case Study, Questions and Case Study - Class Test, 10%. Essay, Individual Assignment, 20%. Presentation, Group Presentation, 10%. Report, Group Assignment, 20%. Case Study, Case Study and Essays - Examination, 40%.

## **BHO5567 HOSPITALITY PROPERTY DEVELOPMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study includes the following topics: principles of land use management; principles of property development; site selection; valuation; land acquisition; regulations governing developments; the development process: conceptualisation, planning and initiation phase; market feasibility analysis; financial feasibility analysis; commitment phase; design and construction phase; management and operational phase. Hospitality operations; facilities planning and design; integration of facilities; investment in real estate; property development in Australia; property development in South-East Asia.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Appreciate the complex nature of hospitality property development;
- Understand the history and current trends of hotel development;
- Evaluate the market feasibility of a proposed development;
- Evaluate the financial feasibility of a proposed development; and
- Understand the major legal and design issues involved in a development project.

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

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

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

## **BHO5568 HOSPITALITY OPERATIONS MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study includes the following topics: introduction to quantitative analysis and the decision making process; overview of hospitality operations and the School problems and issues that arise in the short and long term; systems overview of short-term and long-term problems, techniques for short term and long term problems, report preparation of results for senior management.

**Credit Points:** 12

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

**Required Reading:** Student handbook (lecture notes, readings, exercise)

**Assessment:** Progressive assessment, 60%; final examination, 40%. Note: Any hand-held calculators may be used in examinations.

## **BHO5572 LOGISTICS**

**Locations:** City Flinders.

**Prerequisites:** BHO6505 - MARKETING MANAGEMENT

**Description:** The unit of study provides students with a managerial viewpoint or approach in terms of marketing decisions made in all aspects pertaining to distribution systems so as to complete efficiently and effectively in the market place. Topics covered would include: focus on analysis and decision making regarding the functions and institutions in designing and appraising a distribution system, and thereby develop and implement a competitive distribution strategy to enhance the functions; economic and behavioural analysis of distribution intensity, channel length, marketing logistics, transportation, inventory control and warehousing and distribution cost; influence of product mix, prices and promotional activities on designing and appraising wholesale and retail distribution systems; consideration will be given to trends and factors influencing the development and choice of distribution strategy; achieving interorganisational co-ordination in the distributive network; in-School analysis of role of distribution in a company's overall competitive strategy and managerial skills essential in the administration, implementation and control of distributional functions and strategy for competitive purposes in the market place.

**Credit Points:** 12

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

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

**Assessment:** Assignment and class presentation, 60%; Final examination, 40%.

## BHO5574 CONSUMER BEHAVIOUR

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This interdisciplinary unit of study discusses the consumer as the focus of the marketing system. The unit of study emphasises the use of knowledge about consumer behaviour in marketing decisions and insight for innovation. The contribution of the disciplines of anthropology, sociology, psychology, and economics to the understanding of consumer buying behaviour is highlighted. Specific areas of focus are consumer needs, motives, perceptions, attitudes, personality, the socialisation process, group influences (family, social groups, culture and business) and culture. Theoretical and conceptual consumer behaviour frameworks are applied to purchasing decision-making, buying and the use of goods and services in both Australian and a global context.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Assess the key academic literature within the field of consumer behaviour
- Appraise cognitive modes including cultural, social and psychological influences
- Apply behavioural models including double jeopardy, duplication of purchase law and dirichlet theory
- Evaluate the strategic and tactical implications associated with alternative consumer behaviour theories
- Question the value of traditional marketing practice and reflect on how the different approaches impact the marketing profession

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

**Required Reading:**Sharp, B. (2010). How Brands Grow. London: Oxford University Press

**Assessment:**Essay, Individual Essay (at risk) - 1000 word, 15%. Presentation, Presentations (Teams), 20%. Exercise, Exercise and Essay - Salty snacks application (team), 30%. Other, Reflection 2500 words, 35%.

## BHO5575 NATIONAL CULTURES AND IDENTITIES

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Examines the meaning of culture and national identity with emphasis on cultural comparison. Considers theoretical and practical applications of cross-cultural activity including but not confined to: the universals of social behaviour, culture and ethics, communication, cross cultural interaction and the outcomes of cross-cultural contact. This unit of study has particular application to marketing, tourism and hospitality contexts.

**Credit Points:**12

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

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

**Assessment:**Minor Project and research paper, 45%; Project/Paper Presentation, 15%; Journal Review paper, 25%; Review Presentation, 15%.

## BHO5583 MARKETING RESEARCH

**Locations:**City Flinders.

**Prerequisites:**BHO6505 - MARKETING MANAGEMENT

**Description:**This unit of study aims to develop the ability to critically evaluate different research approaches and techniques used in solving practical market research problems. Importance of research in strategic and competitive marketing planning is highlighted. This is developed through a focus on the research insight required for effective decision making and innovation based on the management decision problem. Key aspects addressed are the marketing research process; an examination of available research methodologies for the consumer market, industrial market and service market; data collection procedures; experimentation in marketing and experimental designs; designing forms and scales for collecting data; designing the sample and data collection method; examination of various research techniques and industry ethics and codes of conduct.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Distinguish between the different paradigms of research, including positivism and interpretivism, and outline how they inform research practices
- Identify appropriate quantitative and qualitative research methods given the specific research problem
- Appraise and develop research problems, objectives, questions or hypotheses in order to underpin the research design
- Critically evaluate different research approaches and techniques in solving specific research questions
- Develop coherent research plans linking aims, design, and methods of data collection

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

**Required Reading:**Bryman, A. and Bell, E. 3rd edition, Business Research Methods 2011, Oxford University Press, Oxford

**Assessment:**Report, Individual & Management and Research Problem, 10%. Essay, Individual & Research Approaches and Design, 35%. Presentation, Group & Research Proposal, 25%. Examination, Final examination, 30%.

## BHO5586 ACCOMMODATION STRUCTURE AND ORGANISATION

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study includes: the accommodation industry: overview; overview of the hotel front office; the guest cycle (from check in to check out); computers and technology in the accommodation industry; front office reception; the front office cashier; operating front office accounting systems; housekeeping operations; front office management; the industry award structure; room rate determination methodologies; management statistics/budgeting; hotel feasibility studies; hotel and motel room design; strategic planning concepts; SOFT analysis; environmental analysis; strategic choice; implementing strategy; planning in turbulence.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Describe the management environment in which the hospitality accommodation industry operates and identify the main stakeholders and their role in the contemporary environment;
- Evaluate the requirement of a Hotel Information System and be able to select an appropriate Property Management System;
- Determine an appropriate pricing structure for a hotel property;
- Effectively utilise staff in the hotel property with regards to: service needs; award provisions and ergonomics of the workplace;
- Evaluate the role of service quality as a key aspect of competitive advantage and assess the role played by guests, hosts and organisations in the contemporary practice of hospitality accommodation service;
- Identify key aspects from the current literature on service within the hospitality accommodation environment.

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

**Required Reading:**Vallen, J.J., 1991, Check-in Check-out, 4th edn, WCB, Dubuque, Iowa.

**Assessment:**Computer project, 20%; Group project, 20%; Final examination, 60%.

### BHO5605 INTERNATIONAL TOURISM MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to develop an understanding of tourism and the tourism system in an international context. Topics include a systematic overview of tourism, the different perspectives of tourism, global tourism trends, tourist attractions, and business management in tourism and future trends.

**Credit Points:**12

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

**Required Reading:**Hall, C., 1997, Tourism in the Pacific Rim; Developments, Impacts and Markets, Addison Wesley Longman Australia Pty Ltd, Melbourne. Leiper, N., 1995, Tourism Management, TAFE, Melbourne.

**Assessment:**Minor assignment and participation, 20%; Major Assignment, 40%; Examination, 40%.

### BHO5607 CASINO AND GAMING OPERATIONS MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study investigates the planning, management and operational requirements of casino and gaming facilities. The aims of the unit of study are: to develop the student's analytical and problem solving skills in the management of gaming operations; to analyse the development of casino and gaming complexes in Australia and other international countries, and to evaluate the social and economic impacts of casinos. Topics to be covered include: casino operating environment, table games, staffing, forecasting, probability theory and games, and simulation.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- analyse and evaluate the social and economic impacts of the casino and gaming industry;

- evaluate and apply effective strategic and tactical techniques in casino operations;
- solve probability and mathematical problems of several casino games;
- develop excel simulation spreadsheets for popular casino games; and
- analyse key aspects from the current literature related to the current and future trends within the casino industry.

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

**Required Reading:**Kilby, J., Fox, J. and Lucas, A 2005 Casino Operations Management, New York: John Wiley.

**Assessment:**Project, Casino Industry Trends, 30%. Other, Casino Game Simulation, 20%. Examination, Final Examination, 50%.

### BHO5608 HOSPITALITY AND TOURISM HUMAN RESOURCE MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study examines the theoretical and practical applications of Human Resource Management within the Hospitality and Tourism Industry. It includes the concept of strategic HRM and its application to HRM practices such as employee recruitment, selection, performance appraisal, training and development, remuneration systems and occupational health and safety. The unit is also concerned with the industrial relations system and its impact on the Hospitality and Tourism Industry, with special attention to the incidence of enterprise bargaining within the industry. The unit investigates best practice within Hospitality and Tourism, the impact of TQM on productivity and current trends in HRM within the industry.

**Credit Points:**12

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

**Required Reading:**Anthony, W., Perrewe, P. and Kacmar, 1996, Strategic Human Resource Management, 2nd edn, Dryden, Orlando.

**Assessment:**Review report, 40%; presentation, 10%; Case Studies, 50%.

### BHO5610 SUSTAINABLE DESTINATION MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil

**Description:**As from 2009, this unit will no longer be offered. This unit of study examines the meaning and practice of sustainable tourism within an international context and its relationship to economic, physical and human environments. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasises the need to develop plans and management strategies to maximise the benefits and minimise the costs of tourism development, which result in sustainable outcomes.

**Credit Points:**12

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

**Required Reading:**A compilation of readings and articles will be provided by the subject co-ordinator.

**Assessment:**Major project report, 40%; Project presentation 20%; Final examination 40%.

## BH05613 APPLIED RESEARCH METHODS IN HOSPITALITY AND TOURISM

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**In this unit of study the students will study the application of qualitative and quantitative research methods in an hospitality and tourism context. The increasing sophistication of the hospitality and tourism industries, with their demands for managers to better understand markets, market segmentation and customer satisfaction surveys, means that hospitality and tourism managers must develop a working knowledge of how to apply qualitative and quantitative research techniques in an hospitality or tourism setting. Topics include: content analysis, semiotics and other qualitative analytical methods and various quantitative analytical methods such as tests of significance, factor analysis, cluster analysis and discriminant analysis and how they can be applied to an hospitality or tourism setting. Using existing data sets, the students will get to practice these various techniques.

**Credit Points:**12

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

**Required Reading:**Johns, N. and Lee-Ross, D., 1998, *Research Methods in Service Industry Management*, Cassell, London.

**Assessment:**Preliminary essay, 10%; Major Project, 30%; Class Presentation, 20%; Final Exam, 40%. Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

## BH05615 PRODUCT INNOVATION IN HOSPITALITY AND TOURISM

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study examines the new product development (NPD) process for Hospitality and Tourism products and services. Each stage in the NPD process will be explored, from opportunity identification and selection to launch of the new product or service. The links between innovation, creativity, entrepreneurship and competitive advantage will be investigated. Application of the innovation process to the range of Hospitality and Tourism enterprises from small business to large corporations will be examined. The risks and benefits of innovation as well as factors affecting the success or failure of new products and services will be discussed.

**Credit Points:**12

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

**Required Reading:**Crawford, C.M. and Di Benedetto, C.A., 2006, *New Products Management*, 8th edn, McGraw Hill, Boston. *Book of Readings* (relating concepts to Hospitality and Tourism)

**Assessment:**Preliminary essay, 10%; Class Test, 10%; Individual Project, 30%; Final exam, 50%.

## BH05616 HOSPITALITY, TOURISM AND EVENTS MARKETING

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit covers the issues of strategic marketing planning and the marketing of hospitality, tourism and event management related activities including accommodation, food and beverage, conventions and conferences, special events and visitor attractions. The main aims of the unit are: - To develop students understanding of marketing principles in relation to the hospitality, tourism and events industries. - To apply these marketing principles to the hospitality, tourism and events industries through case studies and analysis.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to: - demonstrate an understanding of the role of marketing as a function within tourism, hospitality and event management related organisations; - demonstrate an awareness of the techniques used to market services; - apply the concepts of marketing to the tourism, hospitality and events industries, giving special attention to market identification and segmentation; - demonstrate an appreciation of cultural and other differences within the market and display an understanding of their effect on the marketing of hospitality, tourism and event management services; - prepare and plan marketing research and prepare a marketing plan; and - apply the principles and techniques learned to the marketing of hotels, resorts, conventions and conferences, special events and attractions, and to the hospitality, tourism and events industries in general.

**Class Contact:**Equivalent to thirty six hours per semester.

**Required Reading:**Kotler, P., Bowen, J., and Makens, J. (2006) *Marketing for Hospitality and Tourism* (4th Ed.) Pearson Prentice Hall, New Jersey.

**Assessment:**Test, In-Class Test, 10%. Report, Group Business Report 3,500 - 4,000 words, 40%. Presentation, Presentation of Report Findings, 20%. Examination, Final Examination 2 hours duration, 30%.

## BH05617 PRODUCING CREATIVE EVENTS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit aims to enhance and extend students ability to think creatively in the design and production of events. A range of tools, processes and techniques will be explored to allow students to understand what makes an event creative and how they can apply these to producing unique events. The unit will examine three main areas, specifically -creativity -events and creativity in the global context -design and production of events.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will be able to:

- Understand the creative processes
- Have an overview of how events have changed over the last decade in terms of techniques, computers and technology in their creation and production
- Understand the methods for encouraging a creative environment
- Understand the ways in which events are created and produced
- Know what would constitute a creative event and how to go about producing this.
- Understand how technical skills can be used to enhance the production of events
- Be familiar with the principles of event design
- Be able to develop/design a proposal for a unique event
- Be able to assess events in terms of originality and creativity through the use of case-studies.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Required Reading:**Berridge, G. (2007)*Event Design and Experience*. Butterworth-Heinemann, Oxford.

**Assessment:**Assignment, Individual Assignment - 1500 words, 30%. Assignment,



Group Assignment, 50%. Presentation, Presentation and workshop of case study in pairs, 20%.

## BH05618 THE EVENTS ENVIRONMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit examines the role of special events as a catalyst for tourism destination development and promotion. Furthermore it aims to develop an understanding of the environment in which events are staged and the integral roles that hospitality and tourism play in the event industry. Topics studied will include: - the tourism industry - trends in the use of leisure time and its impact on tourism - the role of events in destination development - crisis management and role of events in destination repositioning - economic, social and environmental impacts of events - tourist industry groups and their relationship to events - pre/post event tours and their importance - banquets, functions and conventions - the social and business function of hospitality.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will be able to:

- Understand the macro environment within which events are staged
- Understand the relationship between tourism and events
- Understand the different types of special events and the trends associated with their role in destination development.
- Examine the various stakeholders and different tourist industry groups involved and their role in event planning, management and promotion.
- Understand trends in the tourism and events industries and how these will impact on events now and in the future
- Examine impacts of events on destinations and communities.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Required Reading:**Getz, D. (1997) *Event Management and Event Tourism*. Cognizant Communications, Place New York.

**Assessment:**Assignment, Events and Tourism, 30%. Assignment, Critical Analysis - Group Assignment 3000 - 3500 words, 40%. Presentation, Class Presentation, 20%. Participation, Seminar Participation, 10%.

## BH05619 BUSINESS EVENTS IN THE GLOBAL CONTEXT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit will provide students with knowledge and understanding of the following: The Scope of Business Events - International business events - Business events in Australia - Tourism Satellite Accounts and their importance - Definitions within the business events sector (MICE, Trade Shows etc.) - Rationale for business events - Stakeholders PCOs, Convention Bureaux, Venues) - Funding and economic considerations Business Events Sectors - meetings and conferences - trade shows and exhibitions - product launches - Incentive travel Operationalising Business Events - Sourcing leads - Managing client relationships and networking - Leveraging business events - Pre- and post- events activities - Accompanying persons programme - Use of EventsPro The future of Business Events - Climate change - Carbon neutral initiatives - Innovations.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to: - Understand the context of business events - Understand the economic importance of

business events in the domestic and global market place - Understand the rationale behind business events - Have substantial knowledge of the main types of business events - Understand the planning and development of business events - Understand incentive travel and be able to develop a proposal for a client brief - Recognise the importance of the client relationship - Be able to select venues appropriate for business events - Use EventsPro for the management of conferences and trade shows - Understand and be able to critically examine future challenge for business events especially in view of climate change and its implications - Be able to analyse case studies and offer innovative answers for future planning and challenges for business events.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Required Reading:**Deery M., Jago L., Fredline E., & Dwyer L. (2005) *National Business Events Study: an Evaluation of the Australian Business Events Sector*. CRC for Sustainable Tourism, Gold Coast.

**Assessment:**Assignment, Individual Assignment Essay - 1500 words, 20%. Workshop, Networking Workshop, 30%. Assignment, Group Assignment - proposal and presentation, 30%. Assignment, Pair Assignment, 20%.

## BH05620 HOSPITALITY AND TOURISM PROJECT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This project unit of study provides students with the opportunity to build links with a sector of the hospitality or tourism industry in which they may seek employment (aviation, retail, conventions, hotel, resorts, restaurants, food service). This unit of study enables students to deepen their understanding of their chose sector. The project will be carried out in groups of no more than four students.

**Credit Points:**12

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

**Required Reading:**Set of readings based on potential topics of interest for students.

**Assessment:**Major Project Report, 80%; Project Presentation, 20%.

## BH05621 HOSPITALITY, TOURISM AND EVENTS PROJECT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit examines the research process as it is applied to real-life projects in the hospitality, tourism and events industries. It provides students with the opportunity to build links with industry in their chosen field of hospitality, tourism or event management and deepen their understanding of industry research needs. The aims of the subject are: - To further enhance students understanding of the hospitality or tourism or events industry. - To develop the critical thinking, analytical and writing skills needed to plan, conduct, analyse and evaluate industry-based research projects. - To develop the interpersonal skills necessary to conduct an industry research project. - To develop and/or reinforce industry contacts.

**Credit Points:**12

**Learning Outcomes:**On the successful completion of this unit, students will be able to:

- Critically review relevant research data.
- Design and conduct applied research projects.
- Understand the relative merits of different research techniques.
- Understand the relevance of research to industry in their chosen field.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours of seminar per week.

**Required Reading:**Zikmund, W. (2003)Business Research Methods (7th Ed.)Thomson / South Western, Place Cincinnati.

**Assessment:**Test, In Class Test, 10%. Project, Research Proposal - 1500 words, 20%. Project, Final Project Report - 3500 words, 50%. Presentation, Presentation of Project Findings , 20%.

### **BHO5622 MANAGING UNCERTAINTY IN HOSPITALITY AND TOURISM**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to introduce students to the concept of uncertainty and risk in hospitality and tourism management. Uncertainty is addressed from and its impact on operations and decision making Risk is addressed from three perspectives; risk inherent in hospitality and tourism operations, market risk and financial risk. The managerial implications of uncertainty and managerial approaches to dealing with risk form the cornerstone of this unit.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to: - demonstrate an understanding of risk and its impact on hospitality and tourism and events. As well, the students should be able to identify potential risk issues and recommend the appropriate management strategies to minimise risk in hospitality and tourism operations, including, marketing and financial management.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours per week.

**Required Reading:**Wilks, J. and Moore, S. (2005) Tourism Risk Management For The Asia Pacific Regopm: An authoritative guide for managing crises and disasters. ST-CRC, Brisbane.

**Assessment:**Progressive assessment 60%; final assessment 40%.

### **BHO5623 ADVANCED YIELD MANAGEMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to Yield Management, which is a demand based pricing system employed in the hospitality and tourism industry. The use of yield management is seen as a critical change in the setting of price in the hospitality and tourism industry and, coupled with information technology, especially the internet, is having long term strategic impacts on the industry. This unit also explores the role and function of the yield manager who is the key executive responsible for managing the pricing and supply policies in hotels and airlines within the hospitality and tourism industry. Topics to be covered include: market segmentation, pricing, crystal ball, optimisation and simulation, performance modelling and yield management practical application.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to appreciate the role and importance of yield management in hospitality and tourism; understand yield management in terms of its component parts, strategic factors and critical considerations; understand the analytical procedures, including demand analysis, forecasting, pricing, and optimisation needed to apply yield management; and analyse key aspects from the current literature on yield management practices.

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

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**Required Reading:**Tranter, K, Hill, T and Parker, J 2008, An Introduction to Revenue Management for the Hospitality Industry, Upper Saddle River, NJ: Prentice Hall.

**Assessment:**Test, Multiple choice, 10%. Assignment, Report, 20%. Other, Spreadsheet for simulated environment, 20%. Examination, Final exam, 50%.

### **BHO5624 SUSTAINABLE SYSTEMS IN HOSPITALITY MANAGEMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aim of this study is to introduce students to the issue of sustainability in hospitality management. The UNEP Model of sustainability will be used as a reference point to identify and evaluate the sustainability of traditional hospitality operating systems and processes.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to demonstrate an understanding of the concept of sustainability within the UNEP Model; environmental, social and economic sustainability; sustainability in terms of water and energy consumption, waste production and renewal, and the use, reuse and re-cycle model of hospitality operations.

**Class Contact:**Equivalent to thirty-six hours per semester, normally comprising three hours per week.

**Required Reading:**Hyde, R. and Law, J. (2002) Green Globe 21: Designing Tourism Infrastructure. ST-CRC, Brisbane.

**Assessment:**Progressive assessment 60%; final assessment 40%.

### **BHO5717 SUSTAINABLE DESTINATION MANAGEMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study examines the meaning and practice of sustainable tourism within an international context and its relationship to economic, physical and human environments. It also examines the need for a variety of planning and management techniques at various stages in the development of tourism destinations at the national, regional and local levels. It emphasizes the need to develop plans and management strategies to maximize the benefits and minimize the costs of tourism development, which result in sustainable outcomes.

**Credit Points:**12

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

**Required Reading:**A compilation of readings and articles will be provided by the unit of study co-ordinator.

**Assessment:**Report, 40%; Presentation, 20%; Final Exam, 40%.

### **BHO5718 CONTEMPORARY ISSUES IN HOSPITALITY AND TOURISM**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**This unit of study provides a comprehensive review of areas of managerial concern in hospitality and tourism. Indicative topics include: the relationship between sectors, such a hospitality and tourism broadly, and between hospitality and events management; resort management; indigenous tourism; special events tourism; Antarctic and remote tourism; industrial tourism; marketing research in hospitality and tourism; sustainable tourism development; gaming; and technology in hospitality and tourism. Topics will change over time, and will reflect, in part, the projects being pursued by University researchers, and the areas of managerial need identified by industry and government.

**Credit Points:**12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Show a greater understanding of current issues in Hospitality and Tourism Management;
- Appreciate the need to anticipate issues, which are likely to affect the Hospitality and Tourism industries over the next decade;
- Gain access to and utilise the available range of data and information sources relating to the Hospitality and Tourism industries;
- Demonstrate their ability to lead a discussion on a specific issue through the presentation of an assignment paper;
- Demonstrate a high level of research and evaluative skills through a detailed investigation of two contemporary issues;
- Produce a written report of a high standard reflecting their ability to communicate the results of their investigation and analysis of a contemporary issue, and the way it impacts on the Hospitality and Tourism industries.

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

**Required Reading:** Zikmund, William G., 2000, *Business Research Methods*, 6th edn, The Dryden Press, Fort Worth.

**Assessment:** Class presentations, 50%; Issues assignment, 50%.

## BHO6505 MARKETING MANAGEMENT

**Locations:** City Flinders, Beijing Jiaotong University Beijing, China; Stansfield College Singapore; Sunway University, Kuala Lumpur, Malaysia..

**Prerequisites:** Nil.

**Description:** This unit examines the Marketing Management Process. It focuses on the four P's of the traditional marketing orientation — product, price, place and promotion and sets this in the context of both profit and non-profit organisations.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Illustrate how the key elements of the marketing mix relate to marketing management practices.
- Relate marketing management principles to profit, governmental and charitable organisations.
- Question the relevance of the traditional marketing theory through critical evaluation of key literature.
- Practically apply marketing knowledge by formulating a marketing plan.
- Propose courses of action to aid marketing management decision making.

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

**Required Reading:** Kotler, P., Keller, K.L., and Burton, S. (2009). *Australian edition, Marketing Management*, Pearson/Prentice-Hall, Melbourne, Australia.

**Assessment:** Essay, 800 Word Essay, 10%. Report, Marketing plan prepared by teams, 35%. Presentation, Presentations (Teams), 15%. Examination, Final examination, 40%.

## BHO6666 GLOBAL MARKETING MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study is aimed at developing awareness and skills necessary for effective marketing management career and leadership in Australian organisations operating internationally including subsidiaries of transnationals based in Australia and within the Pacific Region. A look at the nature of Australia's marketing companies performance in relation to traditional trade partner-countries; the economic environment and international trade transactions including economic regional integration as expanded market opportunities; the nature and scope of global marketing activities; the environment analysis of global marketing itself, formulating marketing strategies for global marketing programs of action aimed at export and international markets undertaken by small businesses in Australia; an examination critique of competitive global marketing strategies by Germany, Japan, South Korea, UK, and USA in relation to Australia; evaluation of general global marketing programs; organising and controlling global marketing operations; the future practices and prospects of global marketing with emphasis on global operations in the evolving international economic order; the north-south and south-west-east international business economic argument, regional economic integration and continental advocacy in trade and marketing, Australia in the context of Pacific Basic, EC, and Indian and Atlantic basins with market potential and opportunities within global marketing framework.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Compare and contrast different cultural adaptations in marketing programmes and develop the foundations of cultural and cross-cultural understanding
- Examine consumer animosity, affinity, disidentification and ethnocentric predispositions in assessing consumer behaviour in varying cultures
- Appraise the main approaches in marketing ethics and examine ethical analysis and decision making in an international setting
- Identify market research techniques to analyse and assess world markets and potential overseas opportunities
- Evaluate a standardised versus adapted approach when entering new markets internationally
- Assess different market entry strategies, including risk and risk management, and identify the most appropriate market-entry options for a given product, market and the environment

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

**Required Reading:** de Mooij, M. (2010): 3ed, *Global Marketing and Advertising: Understanding Cultural Paradoxes*, SAGE Publications, Inc., Thousand Oaks, California.

**Assessment:** Essay, Individual Essays, 20%. Other, Peer evaluation, 20%. Tutorial Participation, Tutorial Participation, 10%. Report, Group Proposal, 10%. Report, Group Report, 40%.

## BHO6720 THE REFLECTIVE HOSPITALITY AND TOURISM PROFESSIONAL

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study examines issues such as the changing nature of work

within the hospitality and tourism industries and the implications of these changes for managers. It provides students with information about models and techniques of inter-personal competence and assists them to use this knowledge to gain an understanding of the prerequisites of interpersonal competence. Topics include - developing and adapting your leadership style to the hospitality and tourism industries, effective interpersonal communication skills, goal setting, teams and creative problem solving, valuing diversity globally, assertiveness and the resolution of conflict.

**Credit Points:** 12

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

**Required Reading:** Lussier, R., 2002, Human relations in organizations: Applications and skill-building (5th edn), McGraw-Hill, Boston. Book of Readings (Relating concepts to the Hospitality Industry)

**Assessment:** Class Test, 30%; Reflective Journals, 30%; Group Project, 15%; Individual Assignment, 25%.

### BHO7700 THESIS (FULL TIME)

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The thesis will report on independently conducted research, which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:** 36

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

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

**Assessment:** Thesis, 100%.

### BHO7701 THESIS (PART TIME)

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The thesis will report on independently conducted research, which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:** 18

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.

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

**Assessment:** Thesis, 100%.

### BHO7742 BUSINESS RESEARCH METHODS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study provides a comprehensive introduction to research methodology, including the consideration of possible research topics for academic theses and applied management projects. It includes the following topics: the role of research; theory building; the research process; ethical issues; problem definition and the research proposal; exploratory research; secondary data and information systems; survey research; experimental research; measurement and scaling; attitude measurement; questionnaire design; sampling; fieldwork; editing and coding; descriptive statistics; univariate statistics; multivariate analysis; and research reporting.

**Credit Points:** 12

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

**Required Reading:** Zikmund, William G., 1997, Business Research Methods, 5th edn, The Dryden Press, Fort Worth, Philadelphia.

**Assessment:** Class presentations, 50%; Research proposal, 50%.

### BHO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

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

**Credit Points:** 48

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment:** Dissertation thesis, 100%.

### BHO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

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

**Credit Points:** 24

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment:** Dissertation thesis, 100%.

## BHO8002 PHD (RESEARCH) (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to develop under supervision a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research, which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Credit Points:**48

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

## BHO8003 PHD (RESEARCH) (PART TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to develop under supervision a thesis of original and significant content which displays a high level of research expertise. A field of study within the area of business and specific to a discipline within the Faculty must be chosen by the candidate in consultation with a supervisor. The final thesis must be an extensive exposition of original research which is well written and exposes a deep understanding and knowledge by the candidate of the field of study.

**Credit Points:**24

**Class Contact:**Equivalent to thirty six hours per semester to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

**Assessment:**Research thesis, 100%.

## BHO9800 RESEARCH THESIS (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Credit Points:**48

**Class Contact:**Normally two years equivalent full time. Unit of study is 48 credit points per semester.

**Assessment:**Research thesis, 100%.

## BHO9801 RESEARCH THESIS (PART TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The candidate is expected to complete a significant research thesis in a field of study relevant to the Faculty of Business and Law. The thesis is expected to be completed under supervision and display a high level of critical evaluation, research methodology and in School understanding by the candidate of the field of study.

**Credit Points:**24

**Class Contact:**Normally four years equivalent part time. Unit of study is 24 Credit

points per semester.

**Assessment:**Research thesis, 100%.

## BMO2402 MUSIC INDUSTRY MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**The unit of study provides students with an introduction to the basic concepts and processes needed to be an effective business oriented manager in the music industry and to develop appropriate analytical and evaluative skills. At the completion of the unit of study students should be able to demonstrate the competencies and skills required in various sectors of the music industry.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Demonstrate an understanding of the concepts and processes needed to be an effective business oriented manager.
- Indicate analytical and evaluative skills appropriate to management activity and to the music industry.
- Identify a variety of legal agreements that music industry managers, in particular, may face..
- Demonstrate an understanding of local and international music markets in a management context.

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

**Required Reading:**Marcone, S., 2010, 5th Edition, Managing Your Band. Artist Management: The Ultimate Responsibility. HiMarks Publishing Co., New Jersey, USA

**Assessment:**Case Study, Legal Battles, 10%. Project, Management Project, 40%. Examination, Final Exam, 50%.

## BMO2531 EVENT PROJECT MANAGEMENT

**Locations:**Footscray Park, Liaoning.

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

**Description:**Event project management is a close collaboration and careful merger of event and project world history. Students will gain essential knowledge on what project management is, and an understanding of how project management techniques enable successful event project management for teams to unlock group creativity and productivity. The purpose of project management is to foresee or predict as many of the dangers and problems as possible and plan, organize and control activities so that the project is completed as successfully as possible in spite of all the risks.

**Credit Points:**12

**Learning Outcomes:**On successful conclusion of this unit students should be able to:

- Discuss project management techniques and their relation to ensuring event productivity
- Define and show the relation of management goals, planning and monitoring within the project environment
- Demonstrate an understanding of the importance of team management and negotiation skills at different levels within an event management company or organisation

- Express knowledge and understanding through formation and presentation of a project
- Illustrate an understanding of project risk, control, evaluation and closure.

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

**Required Reading:**O'Toole, William & Mikolaitis, Phyllis, 2002 Corporate Event Project Management, John Wiley & Sons Inc, New York, USA, Portny, Stanley E; Mantel, Samuel J; Meredith, Jack R; Shafer, Scott M & Sutton, Margaret M, 2008 Project Management - Planning, Scheduling, and Controlling Projects, John Wiley & Sons Inc, New York, USA,

**Assessment:**Presentation, Oral Presentation, 10%. Project, Event Project Proposal, 15%. Project, Event Project Plan, 25%. Examination, Final Exam, 50%.

### BMO3405 LIVE PERFORMANCE MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study introduces students to the organisational and management responsibilities of developing and presenting an act for small and larger scale live productions. At the completion of the unit of study students should be able to explain the processes involved in creating and building a live performance act, the technological requirements for small, medium and large scale productions, the logistical requirements for touring and key issues involved in international touring.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Express the basic principles of event management and conducting tours regionally, nationally and internationally;
- Demonstrate a capacity to create and build a live performance act, reflecting on their requirements in relation to size and purpose;
- Appraise the logistics, and related issues, likely to influence the touring of a performance in an international context.

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

**Required Reading:**O'Hara B, Beard M, 2006 1st edition. Music Event and Festival Management. Wise Publications.

**Assessment:**Report, Event Proposal, 15%. Report, Event Report, 45%. Examination, Final Exam, 40%.

### BMO5401 SPECIAL EVENT MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with an understanding of generic management knowledge, competencies and skills required to administer artistic, sporting, cultural, promotional, special interest, industry, educative and entertainment events. It also assists students to gain and use specific competencies, skills and techniques, which ensure the achievement of successful events. The unit of study content includes types and significance of special events; trends regarding events - local, national and international; procedures and issues in event

management; attributes of event managers; the challenges and risks of managing a large scale event; human resource issues in running events; win/win negotiation and compromise, lobbying and motivating key people; team formation and staff motivation; venue management; contingency and crisis management; planning for security and emergencies; social and environmental impacts of events.

**Credit Points:**12

**Learning Outcomes:**On successful conclusion of this unit students should be able to: Identify, compare and critically appraise the terms 'Event', 'Special events; and 'Special Event Management'; Interpret key processes and critical issues in management of special events; Appraise and classify key attributes associated with successful event manager; employ evaluative team building skills to build an event management team; Illustrate how critical issues need to be addressed decisively and effectively; Recognise and assess the importance of accountability and compliance in managing a special event; and Appraise event evaluation as a management function events.

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

**Required Reading:**Allen, J., O'Toole, W., McDonnell, I., Harris, R, 2005, 4th edition. Festival and Special Event Management, Wiley Books, Brisbane

**Assessment:**Report, Field Research Report or Essay, 40%. Report, Group Product Launch Report, 40%. Presentation, Launch Concept Presentation, 20%.

# SCHOOL OF MANAGEMENT AND INFORMATION SYSTEMS

Below are details of courses offered by the School of Management and Information Systems in 2013.

This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

## ASSOCIATE DEGREE IN ENTERPRISE SKILLS

**Course Code:**BADA

**Campus:**Footscray Nicholson, City King St, Footscray Park, Workplace delivery.

**About this course:**This course provides students with the skills and conceptual understandings required by entrepreneurial managers and business owners in industries founded on high-level technical skills.

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

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

**Course Duration:**2 years

**Admission Requirements Mature Age:**The entry requirements to the Associate Degree in Enterprise Skills are a trade qualification (Certificate Three or Certificate Four) and at least three years work experience. Applicants with relevant higher level qualifications may have their work experience requirements reduced.

## COURSE STRUCTURE

The course is offered over two years on a full-time basis or over four years on a part-time basis. The course consists of four components: An Individual Professional Development Portfolio (12-24 credit points); A work-based Professional Project (24 credit points); 8 units of enterprise skills units providing the opportunity to combine skills based Vocational Education (VE) units with more conceptual Higher Education (HE) units in enterprise, management and business studies (96 credit points) and 4-5 units of advanced technical skills in an area of technical specialisation relevant to the learner's work and based on both VE and HE choices (60 credit points). An initial recognition of prior learning (RPL) assessment will be conducted for each student. The RPL process will include a diagnosis of 'capacity to complete' and negotiation of an Individual Professional Development Portfolio as a basis for structuring each student's learning program during their enrolment. If literacy skills development is required this will be incorporated into the Individual Professional Development Portfolio.

### Business and Management Core Units of Study

FNSACCT503B	MANAGE BUDGETS AND FORECASTS	50
FNSACCT506B	IMPLEMENT AND MAINTAIN INTERNAL CONTROL PROCEDURES	40
FNSICGEN301B	COMMUNICATE IN THE WORKPLACE	30
FNSICGEN302B	USE TECHNOLOGY IN THE WORKPLACE	50
BSBITU402A	DEVELOP AND USE COMPLEX SPREADSHEETS	50
BSBMKG408B	CONDUCT MARKET RESEARCH	60
BSBWOR502A	ENSURE TEAM EFFECTIVENESS	60
BSBMGT502B	MANAGE PEOPLE PERFORMANCE	70
VPAU084	MANAGE COMPLIANCE WITH LEGAL, REGULATORY AND ETHICAL REQUIREMENTS IN AN ORGANISATIONAL ENVIRONMENT	50
FNSACCT404B	MAKE DECISIONS WITHIN A LEGAL CONTEXT	60
BSBMGT616A	DEVELOP AND IMPLEMENT STRATEGIC PLANS	80

### Professional Portfolio Core Units of Study

BMO2300	CAREER PLANNING AND DEVELOPMENT	12
BBB3100	BUSINESS INTEGRATED LEARNING	12
BMO3100	THE ENTERPRISE PROJECT	12

### Enterprise Technical Units of Study (choose one of three streams)

#### Management Stream

BMO1192	BUSINESS COMMUNICATION	12
BMO4422	INNOVATION AND ENTREPRENEURSHIP	12
BMO2182	ENTREPRENEURIAL BUSINESS MANAGEMENT	12

BMO3220 HUMAN RESOURCE MANAGEMENT 12

Small Business & Entrepreneurship Stream

BMO1192 BUSINESS COMMUNICATION 12

BMO4422 INNOVATION AND ENTREPRENEURSHIP 12

BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT 12

BMO2181 OPERATIONS MANAGEMENT 12

People Management Stream

BMO1192 BUSINESS COMMUNICATION 12

BLO2207 EMPLOYMENT LAW 12

BMO3323 EMPLOYEE RELATIONS MANAGEMENT 12

BMO3220 HUMAN RESOURCE MANAGEMENT 12

Elective Units of Study

Students will select any Higher Education units to the value of 36 Credit Points or any Vocational Education units at Credit Matrix levels 4-6 to the equivalent average learning hours.

## ASSOCIATE DEGREE IN LOGISTICS

**Course Code:**BADL

**Campus:**City Flinders.

**About this course:**The Associate Degree in Logistics is designed to provide students with in-depth and practical knowledge of supply chain management and logistics. Graduates can pursue a professional career path across a wide range of business organisations which may have inventory, distribution, warehousing, purchasing, freight and transport, manufacturing and service operations.

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

**Course Objectives:**

120

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

**Course Duration:**2 years

**Admission Requirements Year 12:**Entry into the Associate Degree will require successful completion of year 12 with a relevant ATAR score or its equivalent. Students will undertake year 1 study with the Institute of Supply Chain Logistics (ISCL) to complete the Diploma of Logistics before they commence Year 2 of the Associate Degree in Logistics in Higher Education sector.

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

**Admission Requirements Mature Age:**Students with demonstrated work experience may undertake a Recognition of Prior Learning assessment prior to commencing the Associate Degree.

**Admission Requirements VET:**There are two entry paths into the Associate Degree in Logistics: 1. Applicants must show successful completion of Certificate IV from VET sector. Applicants must also demonstrate through an interview, the learning and professional capabilities to complete the course. Selection will be through the Faculty processes. Students will undertake year 1 study with the Institute of Supply Chain Logistics (ISCL) to complete the Diploma of Logistics before they commence Year 2 of the Associate Degree in Logistics. 2. The Pathway entry to the Associate Degree in Logistics is from the Diploma of Logistics and will be open to graduates of the Diploma that have achieved acceptable grades. The Diploma can be studied at any member institute of the Supply Chain Learning Network.

## COURSE STRUCTURE

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

Diploma of Logistics Part 1:

TLIL507A	MANAGE A SUPPLY CHAIN	60
BSBMGT502A	MANAGE PEOPLE PERFORMANCE	70
TLIL2007C	DEVELOP AND MAINTAIN OPERATIONAL PROCEDURES FOR TRANSPORT AND DISTRIBUTION ENTERPRISES	40
TLIR607A	DEVELOP, IMPLEMENT AND REVIEW PURCHASING STRATEGIES	80
TLIR307C	NEGOTIATE A CONTRACT	60
TLIR507A	MANAGE A CONTRACT	40
TLIR1407A	MANAGE SUPPLIERS	60

Diploma of Logistics Part 2:

TLII1807B	MANAGE CUSTOMER SERVICE	60
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BSBMGT505A	ENSURE A SAFE WORKPLACE	60
MEM11015B	MANAGE WAREHOUSE INVENTORY SYSTEM	40
TLIA5807A	MANAGE FACILITY AND INVENTORY REQUIREMENTS	130
TLIQ207C	SET AND ACHIEVE A BUDGET	40
TLIP407C	DEVELOP A TRANSPORT AND DISTRIBUTION BUSINESS PLAN	150
TLIP807C	MANAGE A TRANSPORT AND DISTRIBUTION BUSINESS UNIT	100

Associate Degree Part 1 (year 2):

Core Units of Study

BAO1101	ACCOUNTING FOR DECISION MAKING	12
BEO1106	BUSINESS STATISTICS	12

Specialisation Unit of Study

BMO2181	OPERATIONS MANAGEMENT	12
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Plus one approved elective unit of study.

Associate Degree Part 2 (year 2):

Core Units of Study

EITHER

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
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OR

BMO3100	THE ENTERPRISE PROJECT	12
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Specialisation Units of Study

BMO2203	E-SUPPLY CHAIN MANAGEMENT	12
RCM3021	LOGISTICS ANALYSIS AND SOLUTIONS	12

Plus one approved elective unit of study.

## BACHELOR OF BUSINESS (MANAGEMENT)

**Course Code:**BBBM

**Campus:**Footscray Park, Off-shore, Stansfield College, Singapore.

This course is for Continuing students only.

**About this course:**Students will develop career-ready skills in management, communication, negotiation, teamwork, problem-solving and strategic thinking.

**Course Objectives:**The course enables students to study a generic management degree that provides comprehensive coverage of important management functions. These include strategic management, operations management, international management, change management as well as business ethics. Students are also

exposed to the theories and methods of organisational analysis. Students are able to complement the generic management study with electives including human resource management, industrial relations and information systems.

**Careers:**The course prepares graduates to gain employment in a variety of management roles in the private and public sector.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

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

## COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

Core Units of Study

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

Specialisation Units of Study - Management

BMO3352	INTERNATIONAL MANAGEMENT	12
BMO2181	OPERATIONS MANAGEMENT	12

BMO3292	BUSINESS ETHICS	12
BMO4420	ORGANISATIONAL BEHAVIOUR AND ANALYSIS	12
BMO3327	ORGANISATIONAL CHANGE AND DEVELOPMENT	12
BMO3422	STRATEGIC MANAGEMENT	12
BMO4422	INNOVATION AND ENTREPRENEURSHIP	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

### BACHELOR OF BUSINESS (COMPUTER SYSTEMS MANAGEMENT)

**Course Code:**BBCM

**Campus:**Werribee, Footscray Park, Chinese University of Hong Kong, Hong Kong.

This course is for Continuing students only.

**Course Objectives:**The course aims to provide for students who specifically wish to obtain a professional qualification in managing the systems support of developers and users of Information Systems. The course will provide graduates with a sound knowledge and experience of both the conceptual foundations and practice of Information Systems.

**Careers:**Students graduating from this degree will be well placed to enter careers in information systems and business. Careers include opportunities in helpdesk management and support, IT governance, auditing and associated IT consultancy.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

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

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

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

#### COURSE STRUCTURE

All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

#### Core Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

#### Specialisation Units of Study - Computer Systems Management

BCO1046	COMPUTER SYSTEMS	12
BCO1048	INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT	12
BCO2040	MANAGING THE COMPUTING ENVIRONMENT	12
BCO2041	SYSTEMS ANALYSIS AND DESIGN	12
BCO2043	MANAGING NETWORK INTEGRATION	12
BCO2149	DATABASE SYSTEMS	12
BCO3040	MANAGING SYSTEMS DEVELOPMENT	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

#### Professional Recognition

Graduates meet the requirements for admission to membership of the Australian Computer Society.

### BACHELOR OF BUSINESS (INFORMATION SYSTEMS)

**Course Code:**BBIS

**Campus:**Footscray Park, Education Centre of Australia, Sydney; Lithian Hall Education Centre, Singapore..

This course is for Continuing students only.

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

**Course Objectives:** The course aims to prepare students for entry into the Information Systems profession and the business world in general, with a combination of computing skills supported by minor specialisations in other business disciplines. Graduates will be well placed to follow a career path into a variety of middle management positions with professional society recognition.

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

**Course Duration:** 3 years

**Admission Requirements Year 12:** To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

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

## COURSE STRUCTURE

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. As from 2008, the course total of 24 Units of Study is comprised of 7 Core + 7 Specialisation + 7 Elective + 3 Professional Development units. All units selected are subject to approval by the course coordinator. Please note, continuing students enrolled prior to 2008 should refer to the 2007 Handbook.

### Core Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12

BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BLO1105	BUSINESS LAW	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

### Specialisation Units of Study - Information Systems

BCO1046	COMPUTER SYSTEMS	12
BCO1103	WEB ENABLED BUSINESS SYSTEMS	12
BCO1147	INTRODUCTION TO PROGRAMMING CONCEPTS	12
BCO2148	SYSTEMS ANALYSIS	12
BCO2149	DATABASE SYSTEMS	12
BCO3144	SYSTEMS DESIGN	12
BCO3150	SYSTEMS IMPLEMENTATION	12

### Electives

Seven approved electives.

### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT)

**Course Code:** BBRM

**Campus:** Footscray Park.

This course is for Continuing students only.

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

**Course Objectives:** The course will provide students with the opportunity to specialise in human resource management while still able to select electives in the more generic management and vocational fields of industrial relations and management - service and operations.

**Careers:** The course prepares graduates to gain employment in the human resource management sector.

**Course Duration:** 3 years

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

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

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

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

#### COURSE STRUCTURE

Students enrolled in this course at Sunway College may be required to complete the course at another institution (in or outside Malaysia) as required and approved by the Faculty of Business and Law from time to time. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

#### Core Units of Study

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

#### Specialisation Units of Study - Human Resource Management

BLO2207	EMPLOYMENT LAW	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12
BMO3323	EMPLOYEE RELATIONS MANAGEMENT	12
BMO3324	CONSULTING AND COUNSELLING	12
BMO3325	HUMAN RESOURCES MANAGEMENT EVALUATION	12
BMO3420	HUMAN RESOURCE INFORMATION SYSTEMS	12
BMO3476	TRAINING AND DEVELOPMENT	12

#### Electives

Seven approved electives.

#### Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

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

**Course Code:**BBSB

**Campus:**Footscray Park.

This course is for Continuing students only.

**About this course:**This course will give you the skills to deal with the challenges of operating your own business. Challenges such as dealing with technology, intense local and international competition, and managing innovation and entrepreneurship.

**Course Objectives:**This course is designed to equip students to deal with the challenges of operating their own business. These challenges include the intense competition both locally and internationally, dealing with technology and managing innovation and entrepreneurship.

**Careers:**The course prepares graduates to gain employment managing their own business.

**Course Duration:**3 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).  
 Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.  
 Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.

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

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

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. The course total of 24 Units of Study is comprised of 7 Core, 7 Specialisation, 7 Elective and 3 Professional Development units. All units selected are subject to approval by the course coordinator.

## Core Units of Study

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

## Specialisation Units of Study - Small Business and Entrepreneurship

BAO1110	ACCOUNTING FOR SMALL BUSINESS	12
BMO2100	INTRODUCTION TO SMALL ENTERPRISE	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12
BMO3100	THE ENTERPRISE PROJECT	12
BMO2182	ENTREPRENEURIAL BUSINESS MANAGEMENT	12
BMO2183	ENTREPRENEURIAL BUSINESS ISSUES	12
BMO4422	INNOVATION AND ENTREPRENEURSHIP	12

## Electives

Seven approved electives.

## Professional Development Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## GRADUATE DIPLOMA IN ENTERPRISE RESOURCE PLANNING SYSTEMS

**Course Code:**BGER

**Campus:**City Flinders, Lathan Hall Education Centre, Singapore.

**About this course:**This course will teach you to support the implementation and maintenance of enterprise resource planning systems. You will also learn to understand the implications of these types of systems on a business.

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

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

**Course Duration:**1 year

**Admission Requirements International:**In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: - International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Admission Requirements Mature Age:**To qualify for admission to the course an applicant must normally have completed an approved degree or diploma in a business related area and be employed or intend to be employed in a position associated with enterprise resource planning systems. Applicants who do not have formal qualifications but have such training or work experience as to indicate the ability to undertake the course successfully may be considered for admission.

## COURSE STRUCTURE

The course is offered on a full-time basis over two semesters or on a part-time basis over four semesters. All units of study carry a value of 12 credit points. Students must complete 96 credit points through academic study in order to graduate.

## Core Units of Study

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

## Electives

Three electives approved by the Course Co-ordinator.

Students who successfully complete four approved units of study students and elect to exit the course at that stage will be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.

## MASTER OF BUSINESS (INDUSTRIAL RELATIONS/HUMAN RESOURCE MANAGEMENT)

**Course Code:**BMAI

**Campus:**City Flinders.

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

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

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

**Course Duration:** 1.5 years

**Admission Requirements International:** In addition to satisfying the entry requirements for Australian residents, overseas students must provide evidence of proficiency in the English language:- International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Admission Requirements Mature Age:** To qualify for admission to the course an applicant must normally have successfully completed a relevant degree and be employed in or intend to be employed in a position associated with industrial relations/human resource management, or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points with the exception of the thesis, which carries a total value of 36 credit points. Students must complete 144 credit points to graduate. The course may comprise (a) twelve coursework units of study or (b) thesis and nine coursework units of study:

##### Core Units of Study

BLO5513	LAW OF EMPLOYMENT	12
BM05544	INDUSTRIAL RELATIONS	12
BM05550	CONTEMPORARY EMPLOYMENT SYSTEMS	12
BM05564	HUMAN RESOURCE MANAGEMENT	12
BM05567	MANAGING WORKPLACE CONFLICT	12
BM06625	PERFORMANCE MANAGEMENT AND REWARDS	12

either one of the following options:

##### Coursework Option

BM05572	STRATEGIC HUMAN RESOURCE MANAGEMENT	12
BM05501	BUSINESS ETHICS AND SUSTAINABILITY	12
BM06630	BUSINESS RESEARCH METHODS	12

plus three electives as approved by the Course Coordinator

##### Thesis Option

BM05572	STRATEGIC HUMAN RESOURCE MANAGEMENT	12
BM06630	BUSINESS RESEARCH METHODS	12
BM07700	THESIS (FULLTIME)	36

or

plus one elective as approved by the Course Coordinator

On completion of 8 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Industrial Relations/Human Resource Management. On completion of 4 approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Industrial Relations/Human Resource Management.

#### MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)

**Course Code:** BMER

**Campus:** City Flinders, Off-shore, Lithian Hall Education Centre, Singapore; Ganpat University, India; Education Centre of Australia, Sydney; Jiaotong Beijing..

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

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

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

**Course Duration:** 1.5 years

**Admission Requirements International:** In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Admission Requirements Mature Age:** To qualify for admission to the course an applicant must have successfully completed a degree or postgraduate diploma, preferably and be employed in or intend to be employed in a position associated with ERP, or in the absence of formal academic qualifications, have such training and work experience as to indicate the ability to undertake the course successfully.

#### COURSE STRUCTURE

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

##### Compulsory Units of Study

BCO6603	ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BCO5501	BUSINESS PROCESS ENGINEERING	12

BCO5651	ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION	12	language: International English Language Testing System with an overall score of 6.5 and no individual band score less than 6.
BMO5574	SUPPLY CHAIN AND LOGISTICS MANAGEMENT	12	COURSE STRUCTURE
BMO6624	ORGANISATION CHANGE MANAGEMENT	12	All units of study carry a value of 12 credit points. Students must complete 192 credit points through academic study in order to graduate. Students are required to complete six ERP core units, four IS units and a further six electives from both areas.
BCO6615	STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS	12	

plus

Electives

Six electives approved by the Course Coordinator.

On completion of eight approved units of study, students may elect to exit the course and receive a Graduate Diploma in Enterprise Resource Planning Systems. On completion of four approved units of study, students may elect to exit the course and be eligible to receive the Graduate Certificate in Enterprise Resource Planning Systems.

### MASTER OF BUSINESS (INFORMATION SYSTEMS AND ENTERPRISE RESOURCE PLANNING SYSTEMS)

**Course Code:**BMIE

**Campus:**City Flinders, Education Centre of Australia, Sydney..

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

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

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

**Course Duration:**2 years

**Admission Requirements Year 12:**To qualify for admission to the course, applicants must have completed an undergraduate degree in computing, or relevant information technology field, other postgraduate qualifications or equivalent professional experience as assessed via application of the University Recognition of Prior Learning Policy. In addition to satisfying the entry requirements for Australian resident students, overseas applicants must provide evidence of proficiency in the English

BCO6653	MANAGEMENT OF INFORMATION TECHNOLOGY	12
BCO6656	INFORMATION TECHNOLOGY PROJECT MANAGEMENT	12
BCO6672	THE INFORMATION SYSTEMS PROFESSIONAL	12
BCO6671	INFORMATION SYSTEMS RESEARCH AND WRITING	12
BCO6603	ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BCO5501	BUSINESS PROCESS ENGINEERING	12
BCO6615	STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BCO5651	ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION	12
BMO5574	SUPPLY CHAIN AND LOGISTICS MANAGEMENT	12
BMO6624	ORGANISATION CHANGE MANAGEMENT	12

Electives

Four electives from an approved information systems list and two electives from an approved ERP list as specified by the course co-ordinator.

Students who successfully complete four units of study and elect to exit the course at that stage will be eligible to graduate with the award of Graduate Certificate in Business.

### MASTER OF BUSINESS (INFORMATION SYSTEMS)

**Course Code:**BMIS

**Campus:**City Flinders.

**About this course:**This course is designed for students who have completed an undergraduate degree in information technology or information systems and wish to extend their knowledge in areas such as Programming, Project Management, Systems Analysis, Database Systems and Networking.

**Course Objectives:**The course aims to provide students with an extended advanced program of study in both the theory and practice of information systems within a business environment.

**Careers:**This course will equip students with skills necessary to seek jobs in a wide range of employment areas in Information Systems such as: Computer Programming and Systems Analysis Project Management Database and Network Administration Internet and Webpage design and development Help-desk support Consultancy work in computing/IT/IS field

**Course Duration:**1.5 years

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have normally completed successfully a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with computing or in the absence of formal qualifications have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System with an overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

The course may be offered on a full-time basis over three semesters or part-time equivalent. All units of study carry a value of 12 credit points with the exception of the thesis component which has a total of 36 credit points. Students must complete 144 credit points through academic study in order to graduate. Students are required to complete four core units, and eight elective units.

The course comprises (a) twelve coursework units of study or (b) nine units of study and a thesis:

#### Compulsory Units of Study

BCO6656	INFORMATION TECHNOLOGY PROJECT MANAGEMENT	12
BCO6653	MANAGEMENT OF INFORMATION TECHNOLOGY	12
BCO6672	THE INFORMATION SYSTEMS PROFESSIONAL	12
BCO6671	INFORMATION SYSTEMS RESEARCH AND WRITING	12

#### Coursework Option

Select eight units of study from the following list (four may be selected from a similar course):

BCO6184	SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS	12
BCO6185	EXECUTIVE AND MOBILE COMPUTING	12
BCO6601	CURRENT ISSUES IN INFORMATION SYSTEMS	12
BCO6603	ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BCO6610	INTERNET TECHNOLOGIES IN BUSINESS	12
BCO6616	BUILDING INTERNET COMMERCE SYSTEMS	12
BCO6641	USER COMPUTING	12
BCO6642	SYSTEMS DEVELOPMENT	12
BCO6643	KNOWLEDGE ENGINEERING	12
BCO6644	OBJECT ORIENTED PROGRAMMING AND DESIGN	12
BCO6646	SYSTEMS SUPPORT PROGRAMMING	12

BCO6654	DATABASE DESIGN	12
BCO6645	INTERNETWORKING SYSTEMS	12
BCO6659	DATABASE TRANSACTION SYSTEMS	12
BCO6658	INTERNET COMMERCE	12
BCO6673	USABILITY DESIGN FOR E-BUSINESS	12
BCO6670	ENTERPRISE NETWORK SYSTEMS	12

#### Thesis Option

Five subjects from the above list and

BCO7700	MINOR THESIS (FULL TIME)	36
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or

BCO7701	MINOR THESIS (PART TIME)	18
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On completion of eight approved units of study, students who choose to exit this course will be eligible to receive the Graduate Diploma in Information Systems. On completion of four approved units of study, students who choose to exit this course will be eligible to receive the Graduate Certificate in Business.

#### MASTER OF BUSINESS (MANAGEMENT)

**Course Code:**BMMT

**Campus:**City Flinders.

**About this course:**The Master of Business (Management) BMMT course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing the course will be equipped to understand the practice of management in general, to lead and manage organisation learning and development change programs, to understand the business sustainability and corporate responsibility agenda, to set the conditions for innovative practice, to lead and manage projects, to think and act strategically, to implement teams, and to counsel, develop and nurture employees. The course is flexible in structure with a Core of 4 units of study, a Study Area of 4 units and Elective options (up to 4 units). Three study areas are offered: Learning and Development; Leadership and Innovation; and Governance and Sustainability. Students may complete the course by undertaking 12 units of study, or a combination of units and industry based research.

**Course Objectives:**This course is designed to provide students with high level knowledge, skills and competencies in contemporary management practice through the integration of theory and practice. Students completing the course will be equipped to understand the practice of management in general, to lead and manage organisation learning and development change programs, to understand the business sustainability and corporate responsibility agenda, to set the conditions for innovative practice, to lead and manage projects, to think and act strategically, to implement teams, and to counsel, develop and nurture employees.

**Careers:**Depending on the study area selected the course offers graduates opportunities to change their career orientation into, for example, learning and development or human resource development; change management and



organisation development; innovation and entrepreneurship, and business sustainability, general management, and organisation analysis.

**Course Duration:** 1.5 years

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have normally successfully completed a relevant degree and be employed in or intend to be employed in a position associated with management or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

All units of study carry a value of 12 credit points with the exception of BMO5507 Workplace Project which carries a total of 24 credit points and BMO7700 Thesis (Full Time) and BMO7701 Thesis (Part Time) which both carry a total of 36 credit points. Students must complete 144 credit points in order to graduate. Students will have the option of undertaking 1 of 3 different course structures to obtain the 144 credit points required to graduate. Students must specify to the course coordinator which option they will undertake at the commencement of their degree. The 3 course structure options are:

##### Option 1

BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6624	ORGANISATION CHANGE MANAGEMENT	12
BMO6532	INTERNATIONAL MANAGEMENT	12

PLUS

4 Study Area Units of Study

and

4 Elective Units of Study

[Students will be able to select units from other Masters courses in the Faculty (or University) as alternate study area units or as part of their elective options with the approval of the Course Coordinator.]

##### Option 2

BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6624	ORGANISATION CHANGE MANAGEMENT	12
BMO6532	INTERNATIONAL MANAGEMENT	12

PLUS

4 Study Area Units of Study

and

BMO6630	BUSINESS RESEARCH METHODS	12
BMO5602	BUSINESS PROJECT MANAGEMENT	12
BMO5507	WORKPLACE PROJECT	24

[Students will be able to select units from other Masters courses in the Faculty (or University) as alternate study area units or as part of their elective options with the approval of the Course Coordinator.]

##### Option 3

BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6624	ORGANISATION CHANGE MANAGEMENT	12
BMO6532	INTERNATIONAL MANAGEMENT	12

PLUS

4 Study Area Units of Study

and

BMO6630	BUSINESS RESEARCH METHODS	12
BMO7700	THESIS (FULLTIME)	36

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

[Students will be able to select units from other Masters courses in the Faculty (or University) as alternate study area units or as part of their elective options with the approval of the Course Coordinator.]

**STUDY AREAS 1 - Learning and Development Objective** Students undertaking this study area will acquire in depth conceptual understanding and practical skills in relation to developing a talented workforce in a global context; employee development and its link with change in organisations; managing knowledge and learning in organisation contexts; and consulting and counselling.

BMO5502	THE GLOBAL WORKFORCE	12
BMO5547	EMPLOYEE DEVELOPMENT AND CHANGE	12
BMO5650	MANAGING ORGANISATION KNOWLEDGE	12
BMO5533	ORGANISATION CONSULTING AND COUNSELLING	12

[Students will be able to select units from other Masters courses in the Faculty (or University) as alternate study area units with the approval of the Course Coordinator.]

**2 - Leadership and Innovation Objective** This study area will have two levels in the approach to teaching by considering the theoretical models and frameworks to

develop analytical competences combined with professional and personal effectiveness skill development. The more theoretical aspects of leadership and innovation will be a focus and supported with the more on the practical aspects of innovation through various skills based learning.

BMO5003	GLOBAL LEADERSHIP	12
BMO5533	ORGANISATION CONSULTING AND COUNSELLING	12
BMO6622	MANAGING INNOVATION AND ENTREPRENEURSHIP	12
BMO5505	LEADERSHIP AND INNOVATION PRACTICUM	12

[Students will be able to select units from other Masters courses in the Faculty (or University) as alternate study area units with the approval of the Course Coordinator.]

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

BMO5500	GOVERNANCE	12
BMO5506	RELATIONSHIP MANAGEMENT	12
BMO5501	BUSINESS ETHICS AND SUSTAINABILITY	12
BMO5003	GLOBAL LEADERSHIP	12

## MASTER OF BUSINESS (ENTERPRISE RESOURCE PLANNING SYSTEMS)/MASTER OF BUSINESS ADMINISTRATION

**Course Code:**BMOX

**Campus:**City Flinders.

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

- The opportunity to complete the MBA degree, internationally recognised as a qualification that develops generic management expertise, in addition to a recognised qualification in Enterprise Resource Planning Systems.
- Development of skills commonly applied in management and executive level positions, providing an extended career path that can go beyond the range of positions available for people with professional enterprise resource planning expertise.

- Provision of units of study that cover a broad range of topics within the business, management and enterprise resource planning disciplines. Students will develop technical skills and conceptual knowledge in areas including human resource management, enterprise resource planning systems, and strategic planning.
- Development of generic skills commonly applied in practice and valued by employers throughout the Enterprise Resource Planning Systems industry including analytic, appreciative, personal and interpersonal skills.

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

**Course Duration:**2 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have successfully completed a relevant degree or graduate diploma and be employed in or intend to be employed in a position associated with business administration, finance or information systems or, in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System overall score of 6.5 and no individual band score less than 6.

### COURSE STRUCTURE

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

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

#### Core Units Of Study

BCO5501	BUSINESS PROCESS ENGINEERING	12
BCO5651	ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION	12
BCO6603	ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BCO6615	STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS	12
BMO5574	SUPPLY CHAIN AND LOGISTICS MANAGEMENT	12
BMO6624	ORGANISATION CHANGE MANAGEMENT	12
BAO6504	ACCOUNTING FOR MANAGEMENT	12

BHO6505	MARKETING MANAGEMENT	12
BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6507	EMPLOYEE RELATIONS STRATEGIES	12
BAO5534	BUSINESS FINANCE	12
BMO6508	OPERATIONS MANAGEMENT	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6622	MANAGING INNOVATION AND ENTREPRENEURSHIP	12

Plus two electives from list below:

Electives

BCO5647	APPLICATIONS PROGRAMMING TECHNIQUES	12
BCO6179	ENTERPRISE PROJECT SYSTEMS	12
BCO6676	BUSINESS INTELLIGENCE SYSTEMS	12
BMO5565	HUMAN RESOURCE INFORMATION SYSTEMS	12
BMO5575	PLANNING AND CONTROL THROUGH ERP SYSTEMS	12

## MASTER OF BUSINESS ADMINISTRATION

Course Code:BMPPF

Campus:City Flinders, Beijing Jiaotong University, China; Sunway Kuala Lumpur, Malaysia; Stansfield College, Singapore..

**About this course:**The Victoria University MBA course aims for qualified, responsible and market ready professionals who are equipped with the full range of business management skills needed to lead successful businesses in a global environment that is characterized by constant change. The Victoria University MBA provides a professional business degree for people who want a generalist business management qualification that contains the key components of the manager's role, that is, overall management of marketing, finance and people.

**Course Objectives:**The Victoria University MBA provides a professional business degree for people who desire a generalist business management qualification that contains the key components of the manager's role, that is, overall management of marketing, finance and people. Through a range of specific core units and selected elective units the objectives of the course are to:

- nurture the skills, knowledge and expertise required for senior management roles in industries that operate in a global environment;
- emphasise the critical elements of successful management, involving the management of relationships and information flow, across organisational borders, for delivering high quality customer service and economic value;
- expand students' knowledge and awareness of business theory and practice relevant to their workplace and career aspirations;
- further develop the theory base and applied knowledge of professional practice;

- promote the creation of working networks in which students can learn and benefit from the valuable experiences of their fellow students and industry contacts introduced through the course.

**Careers:**MBA students often have diverse backgrounds and varying reasons for entering the course. For example, some MBA students are currently in a management position, do not have a management qualification and decide to update their knowledge and skills and obtain qualification. Others may be planning a career change into management. For example, they may have a professional background in an area such as accounting, technology or engineering and see the need for this qualification.

**Course Duration:**1.5 years

**Admission Requirements International:**In addition to the requirements listed above, overseas applicants must have a minimum proficiency in the English language as demonstrated by: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

**Admission Requirements Mature Age:**To qualify for admission to the course an applicant must normally have completed a relevant degree or graduate diploma and have a minimum two years' full-time relevant work experience; or in the absence of formal qualifications, have such training and work experience as to indicate the ability to undertake the course successfully. The course is endorsed for offer to full fee overseas students.

### COURSE STRUCTURE

The course comprises of eight core units of study and four elective units of study. In special circumstances, core units of study may be replaced with elective units approved by the Course Coordinator.

Core Units of Study (all 12 Credit Point Units)

BMO5572	STRATEGIC HUMAN RESOURCE MANAGEMENT	12
BAO5734	FINANCIAL ANALYSIS	12
BE06600	BUSINESS ECONOMICS	12
BHO6505	MARKETING MANAGEMENT	12
BMO6506	WORK AND ORGANISATION SYSTEMS	12
BMO6511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BMO6622	MANAGING INNOVATION AND ENTREPRENEURSHIP	12
BMO5501	BUSINESS ETHICS AND SUSTAINABILITY	12

Elective Units of Study

Four electives approved by the Course Coordinator.

OR

BMO6630	BUSINESS RESEARCH METHODS	12
BGP7706	MBA MINOR PROJECT (PART-TIME)	12

Plus two electives approved by the Course Coordinator.

Students will not normally be permitted to commence the elective component of the course until they have satisfied requirements in at least four core units of study. On completion of eight approved units of study students who choose to exit this course will be eligible to receive the Graduate Diploma in Business Administration. On completion of four approved units of study students who choose to exit the course will be eligible to receive the Graduate Certificate in Business.

## MASTER OF BUSINESS (SUPPLY CHAIN MANAGEMENT)

**Course Code:**BMSC

**Campus:**City Flinders.

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

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

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

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

**Course Duration:**1.5 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must have normally completed successfully a degree or equivalent qualification. In the absence of formal qualifications an applicant must have such training and work

experience as to indicate the ability to undertake the course successfully. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

## COURSE STRUCTURE

The course is comprised of 8 (compulsory) core units and 4 elective units, chosen by the individual student, subject to the final approval of the course coordinator. The course may be undertaken on either a full-time basis, over three semesters, or part-time equivalent. Full time study is regarded as 3-4 units of study per semester, whereas part time study is viewed as 1-2 units per semester. Each unit of study carries a value of 12 credit points and students must complete 144 credit points through academic study in order to graduate.

## CORE UNITS

BE05305	INTERNATIONAL SUPPLY CHAIN STRUCTURE	12
BE05307	GLOBAL PROCUREMENT	12
BM05574	SUPPLY CHAIN AND LOGISTICS MANAGEMENT	12
BM05576	OPERATIONS AND LOGISTICS STRATEGY	12
BM06506	WORK AND ORGANISATION SYSTEMS	12
BM06508	OPERATIONS MANAGEMENT	12
BM06511	STRATEGIC MANAGEMENT AND BUSINESS POLICY	12
BCO6603	ENTERPRISE RESOURCE PLANNING SYSTEMS	12
PRE-APPROVED ELECTIVE UNITS Elective units include those listed below or any other unit of study approved by the course co-ordinator.		
BM05602	BUSINESS PROJECT MANAGEMENT	12
BM05575	PLANNING AND CONTROL THROUGH ERP SYSTEMS	12
BCO6183	ENTERPRISE APPLICATION INTEGRATION	12
BCO6653	MANAGEMENT OF INFORMATION TECHNOLOGY	12

For the award of Master of Business (Supply Chain Management), students must satisfactorily complete all eight core units, in addition to four approved elective units. On completion of 4 approved units students who exit are eligible for a Graduate Certificate in Business.

## DOCTOR OF PHILOSOPHY

**Course Code:**BPCC

**Campus:**City Flinders.

**About this course:**The Doctor of Philosophy undertaken purely by research is available within the School of Information Systems staff with suitable qualifications and proven research skills supervise students undertaking information systems related projects.

**Course Objectives:-**

**Course Duration:** 4 years

**Admission Requirements Year 12:** Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

#### COURSE STRUCTURE

The course comprises a research thesis.

BCO8002 PHD RESEARCH (FULL TIME) 48

OR

BCO8003 PHD RESEARCH (PART TIME) 24

#### DOCTOR OF PHILOSOPHY (MANAGEMENT)

**Course Code:** BPMM

**Campus:** City Flinders.

**About this course:** The Doctor of Philosophy undertaken purely by research is available within the School of Management. Academic staff with suitable qualifications and proven research skills supervise students undertaking management related projects.

**Course Objectives:-**

**Course Duration:** 4 years

**Admission Requirements Year 12:** Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

#### COURSE STRUCTURE

The course comprises a research thesis.

BMO8002 PHD (RESEARCH) (FULL TIME) 48

OR

BMO8003 PHD (RESEARCH) (PART TIME) 24

#### DOCTOR OF BUSINESS ADMINISTRATION

**Course Code:** BPPB

**Campus:** City Flinders.

**About this course:** The Doctor of Business Administration aims to produce graduates who can apply appropriate business management techniques and interactive research processes to help solve the problems of business and government in an innovative, resourceful and responsible manner. The course offers an applied research training experience that extends students academically and professionally in areas such as critical analysis, problem definition and identification of alternatives for resolution, independent and extended engagement with an investigation. It also promotes a learning environment that is socially inclusive and values diversity for developing

professionals with a global outlook in their contribution to the enhancement of applied/professional practice.

**Course Objectives:** The Doctor of Business Administration aims to produce graduates who can apply appropriate business management techniques and interactive research processes to help solve the problems of business and government in an innovative, resourceful and responsible manner. The course offers an applied research training experience that extends students academically and professionally in areas such as critical analysis, problem definition and identification of alternatives for resolution, independent and extended engagement with an investigation. It also promotes a learning environment that is socially inclusive and values diversity for developing professionals with a global outlook in their contribution to the enhancement of applied/professional practice

**Careers:** The Victoria University's Doctor of Business Administration aims to develop professionals in and produce graduates for senior and executive management and academic positions that require advanced management and business research skills. Established professionals may wish to undertake this program to extend their experience and skills into research to advance knowledge for informing their professions and for the benefit of the global community. Our program aims to produce graduates for the worldwide market.

**Course Duration:** 3 years

**Admission Requirements International:** In addition to the requirements listed below, overseas applicants must have demonstrated competency in English sufficient to work at doctoral level, through meeting one or more of the following criteria: Successful completion of the masters degree stipulated above with English as the language of instruction and assessment and undertaken in a predominantly English speaking context; or Been taught for two of the past five years at a tertiary institution where English was the primary language of instruction; or Achieved an overall band score of not less than 6.5 in an International English Language Testing Service (IELTS) test with no individual band score below 6.0; or A score of not less than 92 and no section score less than 22 in the internet-based Teaching of English Foreign Language (TOEFL) test; or Documented evidence of English proficiency equivalent to the above.

**Admission Requirements Mature Age:** Applicants for the Doctor of Business Administration degree are required to hold a Master of Business degree or its equivalent with average grades of at least H2A/Distinction (70%) and to have completed at least two years appropriate work experience.

#### COURSE STRUCTURE

The course will normally require full-time study over three years or the part-time equivalent. Progression to the Research Component of the degree is subject to successful completion of all required coursework, normally with an average greater than 70 per cent across the Required Coursework units.

#### Core Units of Study

BGP8016	INTERNATIONAL BUSINESS	16
BGP8017	STRATEGY AND INNOVATION	16
BGP8018	CONTEMPORARY BUSINESS RESEARCH	16

BGP8019	RESEARCH PROPOSAL PREPARATION AND WRITING	16
BGP8020	PERFORMANCE MANAGEMENT	16
BGP8022	CORPORATE GOVERNANCE AND SOCIAL RESPONSIBILITY	16

Plus ONE of the following THREE options:

Thesis Option: Choose ONE Discipline

BAO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BEO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BCO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BGP8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BHO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BLO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48
BMO8000	DISSERTATION (THESIS) (DBA) (FULL-TIME)	48

OR

BAO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BEO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BCO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BGP8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BHO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BLO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24
BMO8001	DISSERTATION (THESIS) (DBA) (PART-TIME)	24

Research Project Option

BGP9010	DBA RESEARCH PROJECTS (FULL TIME)	48
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OR

BGP9012	DBA RESEARCH PROJECTS (PART TIME)	24
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\* This unit of study comprises of 2 research projects, Projects A and B, which together form the one unit of study. Students must successfully complete both research projects to receive credit for this unit of study.

\*\* This unit of study comprises of 2 research projects, Projects A and B, which together form the one unit of study. Students must successfully complete both research projects to receive credit for this unit of study.

Research Paper Option

BGP9014	DBA RESEARCH PAPERS (FULL TIME)	48
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OR

BGP9017	DBA RESEARCH PAPERS (PART TIME)	24
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^ This unit of study comprises of 3 research papers, Papers A, B and C, which together form the one unit of study. Students must successfully complete all 3 research papers to receive credit for this unit of study.

^^ This unit of study comprises of 3 research papers, Papers A, B and C, which together form the one unit of study. Students must successfully complete all 3 research papers to receive credit for this unit of study.

## DOCTOR OF PHILOSOPHY (VGS)

**Course Code:**BPVW

**Campus:**City Flinders.

**About this course:**The Doctor of Philosophy undertaken purely by research is available within the Victoria Graduate School of Business. Academic staff with suitable qualifications and proven research skills supervise students undertaking business and executive studies related projects.

**Course Objectives:-**

**Course Duration:**4 years

**Admission Requirements Year 12:**Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

## COURSE STRUCTURE

Subject to their area of specialisation, students will undertake one of the following options:

Option 1

BGP8002	PHD RESEARCH (FULL TIME)	48
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OR

BGP8003	PHD RESEARCH (PART-TIME)	24
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Option 2

BGP8002	PHD (RESEARCH) (FULL TIME)	48
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OR

BGP8003	PHD (RESEARCH) (PART-TIME)	24
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## MASTER OF BUSINESS [BY RESEARCH]

**Course Code:**BRAC

**Campus:**City Flinders.

**Course Objectives:**The Master of Business by Research can be offered by the School of Information Systems. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration:**2 years

## COURSE STRUCTURE

The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

BCO9800 RESEARCH THESIS (FULL TIME) 48

OR

BCO9801 RESEARCH THESIS (PART TIME) 24

### **MASTER OF BUSINESS [BY RESEARCH]**

**Course Code:**BRAM

**Campus:**City Flinders.

**Course Objectives:**The Master of Business by Research can be offered by the School of Management. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration:**2 years

## COURSE STRUCTURE

The course normally requires two years of full-time study or part-time equivalent. The research thesis is equal to a combined total of 192 credit points.

BMO9800 RESEARCH THESIS (FULL TIME) 48

or

BMO9801 RESEARCH THESIS (PART TIME) 24

### **MASTER OF BUSINESS [BY RESEARCH]**

**Course Code:**BRAP

**Campus:**City Flinders.

**Course Objectives:**The Master of Business by Research can be offered by the Victorian Graduate School of Business. Students complete a major thesis worthy of publication under the supervision of an experienced member of staff.

**Course Duration:**2 years

## COURSE STRUCTURE

The course normally requires two years of full-time study or part-time equivalence. The research thesis is equal to a combined total of 192 credit points.

BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME) 48

OR

BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME) 24

# SPECIALISATIONS

## BSPCSM COMPUTER SYSTEMS MANAGEMENT

**Locations:** Werribee, Footscray Park, City Flinders, Off-shore

Get on track for a career in computer systems administration. With the Bachelor of Business Computer Systems Management specialisation you will learn about conceptual foundations that information systems are built and operate on, and how to effectively manage computing resources in modern workplaces. You can attain professional membership of the Australian Computer Society (ACS).

Specialisation Requirements Students are required to successfully complete all seven units of study.

BCO1046	COMPUTER SYSTEMS	12
BCO1048	INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT	12
BCO2040	MANAGING THE COMPUTING ENVIRONMENT	12
BCO2041	SYSTEMS ANALYSIS AND DESIGN	12
BCO2043	MANAGING NETWORK INTEGRATION	12
BCO2149	DATABASE SYSTEMS	12
BCO3040	MANAGING SYSTEMS DEVELOPMENT	12

## BSPGLT GLOBAL LOGISTICS AND TRANSPORT

**Locations:** Werribee, Footscray Park, City Flinders, Off-shore

Develop your career in logistics and supply chain management with the Bachelor of Business Global Logistics and Transport specialisation. Examine all aspects and issues of logistics in a sustainable supply chain, specifically purchasing and procurement of materials, inventory flow and control, storage and material handling in warehousing, economics of mode of transport, and distribution and shipment.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BEO3201	DISTRIBUTION MANAGEMENT AND OPERATIONS	12
BEO3202	SUPPLY PRINCIPLES	12
BEO3203	SUPPLY AND VALUE NETWORKS	12
BEO3418	GLOBAL TRANSPORT ECONOMICS	12
BEO4123	GLOBAL LOGISTICS	12
BEO3432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
RCM3021	LOGISTICS ANALYSIS AND SOLUTIONS	12

## BSPHRM HUMAN RESOURCE MANAGEMENT

**Locations:** Footscray Park, City Flinders, Off-shore

Learn the skills to begin your career in human resources with the Bachelor of Business Human Resource Management specialisation. This industry-focused specialisation has professional recognition by the Australian Human Resource Institute (AHRI).

Specialisation Requirements Students are required to successfully complete all seven units of study.

BLO2207	EMPLOYMENT LAW	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12
BMO3323	EMPLOYEE RELATIONS MANAGEMENT	12
BMO3324	CONSULTING AND COUNSELLING	12
BMO3325	HUMAN RESOURCES MANAGEMENT EVALUATION	12
BMO3420	HUMAN RESOURCE INFORMATION SYSTEMS	12
BMO3476	TRAINING AND DEVELOPMENT	12

## BSPISM INFORMATION SYSTEMS MANAGEMENT

**Locations:** Footscray Park, City Flinders, Off-shore

Get your career in Information Systems off to a flying start with the Bachelor of Business Information Systems Management specialisation. This specialisation provides the fundamental concepts, knowledge and skills required to facilitate a career in business analysis, project management, data management or e-business in a global economy. It prepares you to support the strategic use of information systems to facilitate decision making within an organisation. You will examine information systems analysis, modelling, development, digital commerce and management techniques and approaches and apply your learning to develop and deliver an information systems project.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BCO1049	BUSINESS PROCESS MODELLING	12
BCO1148	PROGRAMMING BUSINESS APPLICATIONS	12
BCO2041	SYSTEMS ANALYSIS AND DESIGN	12
BCO2149	DATABASE SYSTEMS	12
BCO2504	DIGITAL COMMERCE	12
BCO3446	PROJECT MANAGEMENT	12
BCO3447	INFORMATION SYSTEMS PROJECT	12

## BSPISY INFORMATION SYSTEMS

**Locations:** Werribee, Footscray Park, City Flinders, Off-shore

Begin your career in the fast-paced world of Information Systems with this Bachelor of Business specialisation. You will focus on the strategic use, management and development of information systems within an organisation, and gain an understanding of how and why certain information systems are used and deployed within organisations. On completion of this specialisation, you will have an understanding of the use of transactional and data warehouse systems, programming and problem solving techniques, and analysis, design and implementation of information systems. You can attain professional membership of the Australian Computer Society (ACS).



Specialisation Requirements Students are required to successfully complete all seven units of study.

BCO1046	COMPUTER SYSTEMS	12
BCO1103	WEB ENABLED BUSINESS SYSTEMS	12
BCO1147	INTRODUCTION TO PROGRAMMING CONCEPTS	12
BCO2148	SYSTEMS ANALYSIS	12
BCO2149	DATABASE SYSTEMS	12
BCO3144	SYSTEMS DESIGN	12
BCO3150	SYSTEMS IMPLEMENTATION	12

### **BSPMAN MANAGEMENT**

**Locations:**Footscray Park, Off-shore

Gain a keen focus on important management concepts and functions with the Bachelor of Business Management specialisation. Study the theories, principles and processes of strategic management, operations management, change management, business ethics and organisational analysis. Develop career-ready skills in communication, negotiation, teamwork, problem-solving and strategic thinking.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BMO2181	OPERATIONS MANAGEMENT	12
BMO3352	INTERNATIONAL MANAGEMENT	12
BMO3292	BUSINESS ETHICS	12
BMO3353	CHANGING CONTEXT OF WORK	12
BMO3327	ORGANISATIONAL CHANGE AND DEVELOPMENT	12
BMO3422	STRATEGIC MANAGEMENT	12
BMO4422	INNOVATION AND ENTREPRENEURSHIP	12

### **BSPSBE SMALL BUSINESS AND ENTREPRENEURSHIP**

**Locations:**Footscray Park

The Small Business and Entrepreneurship specialisation in the Bachelor of Business will help develop the skills needed to deal with the challenges of operating your own business. These challenges include dealing with local and international competition, managing entrepreneurship and innovation and dealing with technology.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BAO1110	ACCOUNTING FOR SMALL BUSINESS	12
BMO2100	INTRODUCTION TO SMALL ENTERPRISE	12
BMO2182	ENTREPRENEURIAL BUSINESS MANAGEMENT	12
BMO2183	ENTREPRENEURIAL BUSINESS ISSUES	12

BMO3100	THE ENTERPRISE PROJECT	12
BMO4422	INNOVATION AND ENTREPRENEURSHIP	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12

### **BSPSCM SUPPLY CHAIN AND LOGISTICS MANAGEMENT**

**Locations:**Footscray Park, City Flinders, Off-shore

Develop your career in logistics and supply chain management with the Bachelor of Business Supply Chain and Logistics Management specialisation. Examine all aspects and issues of logistics in a sustainable supply chain, specifically purchasing and procurement of materials, inventory flow and control, storage and material handling in warehousing, economics of mode of transport, and distribution and shipment.

Specialisation Requirements Students are required to successfully complete all seven units of study.

BMO2201	DISTRIBUTION MANAGEMENT	12
BMO2202	PURCHASING AND SUPPLY MANAGEMENT	12
BMO2203	E-SUPPLY CHAIN MANAGEMENT	12
BMO2181	OPERATIONS MANAGEMENT	12
BMO3123	INTEGRATED SUPPLY CHAIN MANAGEMENT	12
BMO3418	TRANSPORT AND LOGISTICS MANAGEMENT	12
RCM3021	LOGISTICS ANALYSIS AND SOLUTIONS	12

# UNITS

## BCF9110 INTRODUCTORY COMPUTING

**Locations:**Werribee.

**Prerequisites:**Nil.

**Description:**The introductory subject aims to give students a broad insight into the use and application of computers in the sciences. Topics covered include: computer systems, hardware and software, word processing, spreadsheets, databases, data communications, artificial intelligence, computers as a research tool, social implications of computing.

**Credit Points:**12

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

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

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

## BCO1041 INTRODUCTION TO PROGRAMMING

**Locations:**Werribee, CUHK-Hong Kong..

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

**Description:**The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology - defining the problem, designing a solution, implementing the solution; algorithm design - pseudo-code, program control structures, modularisation, parameter passing; components of a program - data types, variables, constants, operators, functions, expressions, statements; program construction - creating the screens, coding, testing and debugging; accessing databases - tables, records, queries, record-sets and access methods; and program documentation.

**Credit Points:**12

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

**Required Reading:**Zak, D., 1999, Programming with Visual basic 6.0, ITP.

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

## BCO1042 INFORMATION SYSTEMS DEVELOPMENT

**Locations:**Footscray Park, SIC - Singapore.

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

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

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- apply a methodology to design a solution to a small sub case of an information system;
- demonstrate skills in converting the design to a programming language;

- apply suitable testing strategies and plans to ensure that the design solution and implementation are correct; and

provide documentation for the program that is appropriate for each type of user.

**Class Contact:**Lecture time is 1.5 hours and Tutorial time is 1.5 hours.

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

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

## BCO1043 INFORMATION SYSTEMS TECHNOLOGY

**Locations:**Footscray Park, CUHK-Hong Kong. SIC-Singapore.

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

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

**Credit Points:**12

**Learning Outcomes:**On completion of this unit students should

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

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

**Required Reading:**Englander, I., 2009 4th Edition The Architecture of Computer Hardware and System Software: An Information Technology Approach John Wiley & Sons, Inc., USA

**Assessment:**Assignment, Case Study Assignment, 20%. Report, Report from an Industry Field Trip, 30%. Examination, Final Examination, 50%.

## BCO1046 COMPUTER SYSTEMS

**Locations:**Footscray Park, CUHK-Hong Kong; ECA Sydney..

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

**Description:**The computer system has evolved quite rapidly over the last 60 years, yet many of the fundamental concepts are still based on original architectures. While many people utilise computer systems in their day to day activities, it is essential that the IT professional has a basic understanding of these fundamental

concepts and the operation of the computer system in the modern digital environment. This unit aims to give students an overview of computer systems architecture, the role and use of operating systems on different platforms, and networking topologies.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- understand the basic principles of computer architecture
- conceptualise the underlying representation of data within the computer
- identify various techniques used by different peripheral devices for operating in the computer environment
- understand basic hardware operation and diagnostic tools
- utilise various user interfaces
- identify and evaluate different file management systems utilised by operating systems
- understand the basics of data communications
- demonstrate a knowledge of computer systems commands

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

**Required Reading:** Englander, I 2009, 4th edn, The Architect of Computer Hardware and System Software: An Information Technology approach, John Wiley & Sons, Inc, USA.

**Assessment:** Presentation, Prepare and participate in presentation., 10%. Project, Group or Individual, 25%. Tutorial Participation, Reflection and discussion., 5%. Test, Semester Test, 10%. Examination, Final Examination, 50%.

### BC01047 COMPUTER FUNDAMENTALS

**Locations:** Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:** This unit gives students an overview of computer systems architecture and the role of operating systems on different platforms. The unit also examines different operating system user interfaces, network fundamentals, network structure and operation, the design and structure of peripheral devices, as well computer memory, file systems and diagnostic tools.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Review and explain the basic principles of computer architecture, operating systems and the structure /operation of various peripheral devices
- Demonstrate a knowledge of utilizing different operating system interfaces and in using diagnostic tools
- Evaluate different techniques used by processors and operating systems in performing their tasks
- Analyze and report on network and security issues for a given case study of a major ICT infrastructure for an International business.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as a 2 hour lecture and 1 hours tutorial, workshop or module or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** A comprehensive list of readings will be provided at the

commencement of the unit.

**Assessment:** Assignment, Computer Fundamentals Scenario, 35%. Test, Mid Semester Test, 10%. Exercise, Computer Fundamentals Exercise, 5%. Examination, Final Exam (Hurdle Requirement), 50%.

### BC01048 INTRODUCTION TO BUSINESS SYSTEMS DEVELOPMENT

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong..

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:** This unit aims to provide students with an understanding of the importance of first determining business needs, problems and opportunities, when developing business systems. It will introduce the concept of computer based information systems and the characteristics of different business systems. Students will also be introduced to a range of techniques used in the development of business systems. The unit will provide practical skills in the development of computer based information systems. Students will have an understanding of the roles and responsibilities of the stakeholders in the development of a business system.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Analyse the roles and responsibilities of the stakeholders in the development of a computer based information system (CBIS).
- Analyse the systems development life cycle and various system development methodologies.
- Explain the importance of the problem definition and planning when developing systems.
- Apply analysis, design and implementation concepts to solve real world problems.
- Apply practical skills and competencies necessary to develop computer based information systems.

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

**Required Reading:** Satzinger, J, Jackson, R, Burd, S 2009, 5th edn, Systems Analysis and Design in a Changing World, Course Technology, Cengage Learning, Boston, USA.

**Assessment:** Exercise, Tutorial Exercises, 20%. Assignment, Individual Assignment, 15%. Assignment, Group Assignment, 25%. Examination, Final Exam, 40%.

### BC01049 BUSINESS PROCESS MODELLING

**Locations:** Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:** This unit of study allows students to become familiar with and able to model fundamental business processes within an organisation. Students will be introduced to a process view of organisations and the use of modelling techniques to describe those processes. In particular students will examine Sales and Distribution, Procurement, Fulfilment and Manufacturing Management and how these processes interact. Students will be exposed to industry standard information systems and products used to support these processes. During the study of these processes, students will examine the roles of the different stakeholders, the data and forms used in the processes, the flow of activities in completing the processes and how an information system supports a business process.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit students will be able to: Distinguish between the various functional structures that exist within an organisation. Investigate how information is distributed and used within an organisation. Explain fundamental business processes including Sales and Distribution, Procurement, Fulfilment and Manufacturing Management. Analyse how an information system is used to support business process improvement. Develop the models and documentation necessary to support a business process.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** There is no prescribed text for the unit. However, a detailed list of recommended readings will be provided via the University eLearning platform at the commencement of the semester.

**Assessment:** Assignment, Modelling Scenario, 25%. Report, Business Process Scenario, 25%. Presentation, Business Process Topic, 10%. Examination, Final Exam, 40%.

### BC01102 INFORMATION SYSTEMS FOR BUSINESS

**Locations:** Footscray Park, City Flinders, Australian College of Kuwait; ECA Sydney; Sunway University College, Kuala Lumpur; Sunway University College, Johor Bahru; CUHK.

**Prerequisites:** Nil.

**Description:** This unit of study aims to introduce students to the fundamental concepts, issues and benefits of information systems to organisations and individuals. The unit commences by examining the characteristics of good information and how it supports sound decision making. The unit of study investigates the nature and types of information systems, their impact on business processes, and how these systems and processes contribute towards an organisations competitive advantage. Students develop skills in the management of data and information through the use of personal productivity tools. Through a range of activities in lectures and tutorials students are able to work collaboratively to research and communicate their understanding of information systems in discussions, written assignments and oral presentations.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, you should be able to:

- Analyse fundamental concepts, issues and benefits of information systems
- Explain the nature of data, the characteristics of good quality information and the importance of knowledge in decision making
- Compare the potential contribution of information systems to the competitive advantage of different organisations
- Apply skills in the management of data and information using personal productivity applications
- Work collaboratively to research, formulate and communicate understanding of information systems through written and oral business presentations

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

**Required Reading:** Kroenke, D, Bunker, D & Wilson, D 2010, Experiencing MIS (Australian edition), Pearson Prentice Hall, Sydney, Australia. Carlton, D (ed) 2010, Experiencing Cases in MIS, Pearson Prentice Hall, Sydney, Australia.

**Assessment:** Other, Online Assessment Task, 10%. Test, Test, 10%. Assignment, Assignment, 30%. Examination, Final Examination, 50%.

### BC01103 WEB ENABLED BUSINESS SYSTEMS

**Locations:** Footscray Park.

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:** This unit of study will introduce the place of IT in business and provide an overview to the four major areas, infrastructure, transactions systems, strategic systems and informational systems. It will provide an insight into the use and management of information for web-enabled businesses. It will examine issues surrounding the design, management and use of information technology interfaces that enable both internal and global communications and interaction.

**Credit Points:** 12

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

**Required Reading:** Sklar, J., 2006, Principles of WEB Design, 3rd Edition, Thomson, Boston. (<http://www.course.com/downloads/webwarrior/sklar3/>)

**Assessment:** Final examination, 60%; Tutorial assignments, class presentations, project, 40%.

### BC01147 INTRODUCTION TO PROGRAMMING CONCEPTS

**Locations:** Werribee, Footscray Park, ECA - Sydney, CUHK, Hong Kong..

**Prerequisites:** BC01102 Information Systems for Business.

**Description:** The unit of study provides students with the knowledge and skills needed to design, construct, test and document programs using a visual, event-driven, programming environment. Topics covered include: problem solving methodology - defining the problem, designing a solution, implementing the solution; algorithm design - pseudo-code, program control structures, modularisation, parameter passing; components of a program - data types, variables, constants, operators, expressions, statements; program construction - creating the screens, coding, testing and debugging; and program documentation.

**Credit Points:** 12

**Learning Outcomes:** On completion of this subject, students should be able to:

- apply a methodology to design and construct a solution to a programming problem; demonstrate skills in using a programming language;
- apply suitable testing strategies and plans to ensure that the solution and program are correct;
- provide documentation for the program that is appropriate for each type of user.

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

**Required Reading:** There is no required text. List of recommended resources will be provided by the unit coordinator at the beginning of the semester.

**Assessment:** Examination, Final examination, 50%. Assignment, Several tasks based on a case study (may be split into several submissions), 35%. Test, Short test covering main concepts, 15%.

## BC01148 PROGRAMMING BUSINESS APPLICATIONS

**Locations:**Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

**Prerequisites:**BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:**This unit of study examines the tools and techniques used by business application programmers in the modern development environment. The unit examines the fundamental principles of problem solving and programming, and will prepare students to take an active role in the design, development and maintenance of applications utilized by business organizations and professionals working in the highly mobile modern world. Students will study and acquire skills needed to design, construct, test and document programs using a visual event driven mobile environment.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Apply a methodology to design, and create a solution to a programming problem.
- Demonstrate skills acquired in using problem solving tools and a programming language.
- Critically measure the correctness of a solution by applying suitable testing strategies to the algorithm.
- Write documentation for a program suitable for the various stakeholders.
- Collaborate in a team environment to develop solutions to complex problems.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as a 1.5 hour lecture and 1.5 hours tutorial, workshop or module or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**There is no prescribed text for this unit. A comprehensive list of readings will be provided at the commencement of the unit.

**Assessment:**Assignment, Business App Programming Scenario, 35%. Test, Three semester tests (3 X 5%), 15%. Examination, Final Exam (Hurdle Requirement), 50%.

## BC02040 MANAGING THE COMPUTING ENVIRONMENT

**Locations:**Werribee, Footscray Park, CUHK-Hong Kong..

**Prerequisites:**BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:**This unit of study aims to provide students with the skills necessary to plan the purchase of new/replacement equipment, cater for change in computer hardware and software, determine organisational standards, plan strategic changes, monitor system performance, prioritise system developments, and allocate resources effectively. Topics include: models of information systems maturity; roles in the computing environment; information technology department structures, stakeholders in information technology, role of an IS manager, ITIL service delivery and support; financial management for IT services: strategies for selection, recommendation and purchasing of hardware and software; paying for information technology, strategic planning and budgeting; introduction of new technology: user resistance, strategies for change management; planning installation of computing equipment; configuration management, availability management, capacity management; supporting users: types of support; managing and running a help desk, incident and problem management; peer support; information technology steering committees; training issues: types of training, planning training programs for users and support staff; selection of staff; security issues and threats to the computing environment; managing user's access and privileges; auditing the computing systems; managing

use and abuse of corporate computing facilities, such as email and internet use.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- implement change management plans for computer hardware and software,
- create organisational computing standards and requirements,
- monitor the performance of computer systems and systems projects,
- prioritise system developments, and allocate resources effectively.

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

**Required Reading:**Pearlson, K, E & Saunders, E, S 2009, 4th edn, *Managing and Using Information Systems: A Strategic Approach*, John Wiley & Sons. Long, J 2008, *ITIL Version 3 at a glance*, Springer, New York.

**Assessment:**Assignment, Report, 10%. Assignment, Industry Site Visit Report, 10%. Assignment, Industry Case Study, 20%. Tutorial Participation, Tutorial Exercises and Participation, 10%. Examination, Final Exam, 50%.

## BC02041 SYSTEMS ANALYSIS AND DESIGN

**Locations:**Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

**Prerequisites:**BC01049 - BUSINESS PROCESS MODELLING

**Description:**This unit of study examines the methods, tools and techniques used by business analysts in the analysis and design stages of systems development. The unit endeavours to build knowledge and skills which enable students to identify and document client needs and systems requirements, and to model data design and functional processes. The unit also examines important principles and methods used in the design phase and includes topics such as input and output design, interface design using useability guidelines, prototyping and software architecture.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Compare, contrast and evaluate alternative methodologies used in developing business information systems;
- Apply skills to model and design logical and physical systems using a variety of tools, techniques and methods;
- Research, devise and report on recommendations from different development problems and scenarios;
- Investigate, analyse and argue key topics relating to systems analysis and design;
- Apply practical skills, knowledge tools necessary to develop prototypes of computer based information systems.

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

**Required Reading:**There is no prescribed text for this unit. A comprehensive list of readings will be provided at the commencement of the unit.

**Assessment:**Report, Development Scenario Report and Specifications, 40%.

Presentation, Development Topic, 10%. Report, Development Topic, 10%. Examination, Final Exam (2 hour), 40%.

## BCO2042 DATABASE APPLICATIONS

**Locations:** Werribee, CUHK-Hong Kong..

**Prerequisites:** BCO1041 - INTRODUCTION TO PROGRAMMING BCO2149 - DATABASE SYSTEMS

**Description:** This unit of study will provide students with the knowledge and skills needed to fully develop an application that uses an industry standard database management package. Topics include: steps in application development, defining an application, designing a solution, creating the data model, features of the language, coding of modules, testing, and documentation.

**Credit Points:** 12

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

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

**Assessment:** Project proposal, 15%; Completed project, 70%; Assignments, 15%.

## BCO2043 MANAGING NETWORK INTEGRATION

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong..

**Prerequisites:** BCO1046 - COMPUTER SYSTEMS

**Description:** This unit aims to give students a broad insight into the integration of data communications and computer networking technology from a business perspective. Students are expected to develop a basic knowledge in the area with a business emphasis. Topics include: the need for network communications for a business organisation from a strategic point of view; survey of currently available LAN products; survey of currently available WAN services; network Standards-ISDN, TCP/IP, SNA, OSI; integrating LANs with each other-standards and protocols; integrating LANs and WANs-standards and protocols; network design principles; network management principles; managing the implications on business practices of the Internet; future trends in networking.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- recommend a physical network design solution for a business organisation;
- apply knowledge and skill in network security, network management, and plan strategic solutions for disaster recovery;
- employ LAN and WAN protocols and network administration concepts.

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

**Required Reading:** Dean, T 2010, 5th edn, Network and Guide to Networks, Course Technology Incorporated, Boston.

**Assessment:** Test, Class Test, 10%. Test, Mid Semester Test, 20%. Assignment, Industry Case Study, 20%. Examination, Final Exam, 50%.

## BCO2044 COMPUTING PRACTICE

**Locations:** Werribee.

**Prerequisites:** BCO2040 - MANAGING THE COMPUTING ENVIRONMENT BCO2043 -

## MANAGING NETWORK INTEGRATION

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

**Credit Points:** 12

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

**Required Reading:** To be Advised.

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

## BCO2045 BUSINESS PROCESS MODELLING

**Locations:** Footscray Park.

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

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit students will be able to:

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

**Class Contact:** 2 hours lecture 1 hour laboratory work

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

**Assessment:** 100% project work. Four assignments to be weighted by content. Group work will be included within parts of their assignment work. Minimum of 50% of assessment will be learning in LiWC. Assignment, Modelling assignment, 10%. Assignment, User Study, 20%. Assignment, Business Process Analysis assignment, 30%. Assignment, Business Process Modelling assignment, 40%.

## BCO2046 BUSINESS PROCESS INTEGRATION

**Locations:** Footscray Park, SIC- Singapore.

**Prerequisites:** BCO2045 - BUSINESS PROCESS MODELLING

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- define and describe the components of a business process (master data, organisational units, rules, transactions, documents, applications) using formal modelling techniques;
- describe essential (sales and distribution, Financial, Manufacturing and planning, Human resources) and how they interact with one another;
- map the components of a business process to transactions in an application product;
- identify appropriate metrics for assessing processes;
- develop strategies for monitoring and improving processes;
- identify different types of middle ware used to integrate applications;
- map a simple data set between 2 applications;
- provide a physical and logical description of data;
- discuss approaches to integrating processes across applications;

identify and describe appropriate standards that apply to communications between applications.

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

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

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

## BCO2047 DATABASE SYSTEMS MANAGEMENT

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong..

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

**Description:** Functions of a database management system; database management system models; data retrieval in relational database management system using SQL; database design incorporating normalisation, entity relationship modelling; database administration; distributed databases; data warehousing; database security. Back-end processing for applications and data storage and maintenance processes. Archiving and the study of workflow. Students may have the opportunity to gain Industry certifications in software packages such as MS SQLServer and Oracle.

**Credit Points:** 12

**Learning Outcomes:** At the conclusion of this subject, students should be able to:

- Understand the database requirements within an enterprise
- Structure the data within the system to reduce redundancy

- Develop a database for any given enterprise using a modern Relational DBMS
- Use SQL within a RDBMS Provide back-end processing for applications
- Understand different data storage and maintenance processes

**Class Contact:** Normally to be delivered as 1.5 hours of lectures and 1.5 hours of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

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

**Assessment:** Assignment, Case Study Assignment, 50%. Examination, Final Examination, 50%.

## BCO2148 SYSTEMS ANALYSIS

**Locations:** Footscray Park, Off-shore, ECA Sydney, CUHK - Hong Kong..

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

**Description:** The aim of this unit of study is to provide students with: knowledge of the fundamental requirements to build information systems; the ability to apply current techniques and tools that are used to identify and document business systems requirements in accordance with user needs; an awareness of the purpose and content of relevant documentation such as systems proposals and feasibility studies; and an understanding of the roles and responsibilities of the stakeholders involved in the development of business systems. Topics include: systems development frameworks and the systems development process; methodologies; a comparison of methodologies; management decision making and information requirements; nature and types of information systems; nature, purpose and types of models; process and information modelling.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- define, compare, and contrast alternative methodologies used in developing information systems;
- develop requirements specifications using system description documents and techniques associated with a systems development methodology;
- produce the necessary systems documentation at each point in the analysis of an information system, and to do so with clarity and completeness;
- develop a plan needed for the investigation of user requirements;
- communicate systems specifications effectively in written form.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the semester. Satzinger, J, Jackson, R & Burd, S 2009, 5th edn, Systems Analysis and Design in a Changing World, Course Technology, Cengage Learning, Boston, USA.

**Assessment:** Assignment, Systems Analysis Case Study, 40%. Test, Systems Analysis Test, 10%. Examination, Final Exam, 50%.

## BCO2149 DATABASE SYSTEMS

**Locations:** Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

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

**Description:** The unit of study aims to provide students with an understanding of the

function and purpose of a Database Management System within an organisation. The topics covered include database design, administration, data retrieval and reporting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Evaluate the role of a database system within an organisation;
- Assess the role and function of the different types of database systems used within an organisation;
- Design a database system using modelling techniques such as entity relationship modelling and normalisation;
- Categorise the different methods used in information delivery within an organisation;
- Create database queries using language SQL (Structured Query Language).

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

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the unit. Coronel, C, Morris, S & Rob, P 2011, 10th edn, Database Systems: Design Implementation and Management, Cengage Learning.

**Assessment:** Assignment, Three assignments each worth 10%, 15% and 15%, 40%. Test, Mid semester test, 10%. Examination, Final Exam, 50%.

## BCO2444 STRATEGIC INFORMATION SYSTEMS

**Locations:** Werribee, Footscray Park.

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

**Description:** Information Systems have always been used for cost savings and more recently for adding value to products and services. These days, businesses are looking to achieve more from their use of information technology (IT). IT is being used as the cornerstone for businesses to expand; to inform alliances with suppliers, customers and even competitors; and to assist in discovering innovative ways in which to deliver their goods. This unit of study will introduce students to the basic theory of using IT for added value, and will explore using IT for the other strategic purposes of growth, innovation and alliance. It will also explore recent popular strategic IS applications.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit a student will:

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

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

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

**Required Reading:** Ward, J. and Peppard, J., 2002, Strategic Planning for Information Systems, 3rd Ed, John Wiley and Sons, USA.

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

## BCO2500 ELECTRONIC COMMERCE TECHNOLOGIES

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong..

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

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

**Credit Points:** 12

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

**Required Reading:** Naik, Dilip C., 1998, Internet Standards and Technologies, Redmond Washington, Microsoft Press.

**Assessment:** Research Assignment, 30%; Test, 20%; Examination, 50%.

## BCO2501 ELECTRONIC COMMERCE BUSINESS INTERFACES

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong, ECA - Sydney.

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

**Description:** The unit of study aims to prepare students to take an active role in the planning, preparation and maintenance of electronic commerce data transfer systems for use between businesses, organisations and other bodies. Topics include: business models underlying electronic commerce applications; organisational applications: overview of electronic commerce applications in the business and government; consumer-business, business-business and intra-organisational electronic commerce; electronic commerce interfaces in the supply chain; implementing EDI and other B2B approaches; electronic transaction models; methods to evaluate success through traffic analysis metrics and other techniques; analysis and design of EC systems; development tools and templates.

**Credit Points:** 12

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

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

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

## BCO2502 DEVELOPING ELECTRONIC COMMERCE SYSTEMS

**Locations:** Werribee, Footscray Park, CUHK-Hong Kong..

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

**Description:** The unit of study will introduce to the students effective designs and structures for documents required for the transmission and retrieval of information for



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

**Credit Points:** 12

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

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

**Required Reading:** Lemay, L., 1996, Web Publishing with HTML, Sams.net Publishing, USA.

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

### BCO2503 TRANSPORTATION INFORMATION SYSTEMS

**Locations:** Werribee.

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

**Description:** This unit of study aims to give students an appreciation of Enterprise Resource Planning Systems and the role these systems play in supporting an organisation's information needs, focusing on the extended supply chain. Issues associated with selection implementation and administering these types of systems will be covered. Topics include: types of information systems implemented within organisations; the strengths and weaknesses of current information systems; Enterprise Resource Planning Systems; the role of Enterprise Resource Planning Systems in supporting business processes and extended supply chain; the role of Enterprise Resource Planning Systems in supporting the transportation chain; the selection and implementation of Enterprise Resource Planning Systems; future trends including the role of Electronic Commerce in transportation and distribution.

**Credit Points:** 12

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

**Required Reading:** Loginsky, S., 1998, Enterprise Wide Software Solutions, Integration Strategies and Practices, Addison Wesley.

**Assessment:** Assignment and Case Studies, 50%; Final examination, 50%.

### BCO3001 MANAGING IT SERVICE SUPPORT

**Locations:** Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney.

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

**Description:** This unit of study aims to provide students with the skills and knowledge necessary to oversee IT equipment acquisition and monitoring of IT resources. Major themes addressed in the unit include models of information systems maturity, roles in the computer environment, IT department structures, stakeholders in IT, role of an IS manager, help desk and training delivery and management, Information Technology Infrastructure Library (ITIL) service delivery and support, and the financial

management of IT services. Other areas include selection of staff, training, security and ISO standards.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: appraise the operational and management processes in context; evaluate and recommend the operation of a service/help desk; organise and effectively manage a service/help desk; employ ITIL guidelines for the management of an IT service/help desk; evaluate the role and responsibilities of the Service Desk Manager.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** Knapp, D 2010, 3rd edn, A guide to help desk concepts, Course Technology, Boston, USA.

**Assessment:** Assignment, IT Service Support Scenario, 20%. Assignment, IT Service Support Scenario, 20%. Exercise, IT Service Support Exercise, 10%. Examination, Final Exam, 50%.

### BCO3040 MANAGING SYSTEMS DEVELOPMENT

**Locations:** Werribee, CUHK-Hong Kong..

**Prerequisites:** BCO2041 - SYSTEMS ANALYSIS AND DESIGN

**Description:** The unit of study aims to provide students with an understanding of project management issues associated with the development of IT systems. This includes Project identification and selection, Project Planning, Project Monitoring and Control, and Project Termination.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Recognise the problems associated with the management of IT projects;
- Describe the measures that can be undertaken to reduce the risks of an IT project failing;
- Improve project quality and estimate the time and cost of completing an IT project;
- Use project management tools to create project schedules, various project deliverables;
- Understand the PRINCE2 project methodology.

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

**Required Reading:** An extensive range of reading materials are provided through a web-based management system.

**Assessment:** Tutorial Participation, Tutorial discussion and presentation., 10%. Assignment, Report Brief, 20%. Assignment, Project Report, 20%. Assignment, Project Report and Presentation, 20%. Examination, Take Home Exam - Case Study, 30%.

### BCO3042 CONTEMPORARY DEVELOPMENTS IN INFORMATION SYSTEMS

**Locations:** Werribee, CUHK-Hong Kong..

**Prerequisites:** Nil.

**Description:** This unit of study will explore new and emerging technologies and processes, which are emerging. Topics will be of current concern within the information systems community with special attention to those topics relevant to graduating students. Site visits and guest speakers could be used in the delivery of

this unit of study. Indicative of the sort of topics to be considered are: new operating environments, new methodologies, Business Process Re-engineering, GIS, legacy systems, and the electronic commerce. The unit of study matter is to be determined on a year by year basis by the School in consultation with relevant industry advisory panels.

**Credit Points:** 12

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

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

**Assessment:** Approximately 5000 words in two assignments, 100%. An oral presentation for each assignment is required. Class participation and attendance is required.

### BCO3043 DATABASE DEVELOPMENT FOR BUSINESS

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

**Prerequisites:** BCO2149 - DATABASE SYSTEMS

**Description:** This unit of study aims to provide advanced knowledge and skills in designing and using relational database systems. Content Creation of views for security purposes; use of constraints in relational databases; database transactions including read consistency and locking rows for update; controlling access by creating user accounts, roles and privileges; advanced database administration; procedural SQL programming including cursors, exceptions, composite data types, procedures, functions and packages.

**Credit Points:** 12

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

**Required Reading:** Shah, N., 2005, Database Systems Using Oracle: A Simplified Guide to SQL and PL/SQL, 2nd edition, Pearson Prentice Hall, Sydney.

**Assessment:** Assignment and tests, 40%; Final examination, 60%.

### BCO3044 WEB ENABLED BUSINESS RESEARCH

**Locations:** Footscray Park.

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

**Description:** This unit of study will provide students with the opportunity to utilise the Internet both as an information resource and as a means of performing collaborative work exercises. The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Students will be required to develop a research mini-proposal to conduct a small study in a small study in a chosen theme area.

**Credit Points:** 12

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

**Required Reading:** Ticehurst, G. W. and Veal, A. J., 2000, Business Research Methods: A Managerial Approach, Pearson Education, French Forest, NSW.

Williamson, Kirsty, 2000, Research Methods for Students and Professionals, Centre for Information Studies, Charles Sturt University, Wagga Wagga.

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

### BCO3047 INFORMATION SYSTEMS IMPLEMENTATION CONCEPTS

**Locations:** Footscray Park, SIC - Singapore.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

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

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

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

### BCO3048 INFORMATION SYSTEMS GOVERNANCE AND ETHICS

**Locations:** Footscray Park.

**Prerequisites:** BCO1102 - INFORMATION SYSTEMS FOR BUSINESS BFP2001 - PROFESSIONAL DEVELOPMENT 2

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

**Credit Points:** 12

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

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

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

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

### BCO3144 SYSTEMS DESIGN

**Locations:** Footscray Park, ECA Sydney.

**Prerequisites:** BCO2148 - SYSTEMS ANALYSIS

**Description:** This unit is intended to show students how to move from the logical model obtained from Systems Analysis to the physical model to be used in Systems Implementation. It aims to provide students with an introduction to all aspects of the systems design process. It will present students with the tools and techniques that are currently used in design. Emphasis will be on the design of systems within time and money constraints to meet the needs of the client.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- obtain the knowledge and skills necessary to develop a physical design for an operational system;
- develop the ability to apply systems analysis and design skills to develop computer based information systems;
- design the input, output, screens, forms and reports;
- design the systems considering the reduction of costs and productivity improvements through the use of modern design technology.
- discuss the issues involved in various aspects of architectural design.

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

**Required Reading:** JW, Satzinger, RL, Jackson, SD, Burd & RB. Jackson 2008, 5th edn, Systems Analysis and Design in a Changing World, Course Technology, Cengage Learning.

**Assessment:** Assignment, Project Report, 20%. Assignment, Design and Prototype, 30%. Examination, Final Exam, 50%.

### BCO3148 INTERNET PROGRAMMING FOR BUSINESS

**Locations:** Footscray Park.

**Prerequisites:** BCO1103 - WEB ENABLED BUSINESS SYSTEMS BCO1147 - INTRODUCTION TO PROGRAMMING CONCEPTS

**Description:** The Web pervades just about all aspects of business, education and much of our daily lives, and this unit of study targets this exciting and revolutionary area. The Web provides a far different environment than traditional systems development, and this unit of study extends basic concepts covered in BCO1103 and develops the students knowledge and skills in programming and data interchange within the framework of the Web environment.

**Credit Points:** 12

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

**Required Reading:** Deitel, H.M., Deitel, P.J., Nieto, T.R., 2004, Internet and World Wide Web How to Program, 3rd edn, Prentice Hall.

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

### BCO3149 COMPUTING PROJECT

**Locations:** Footscray Park.

**Prerequisites:** BCO3150 - SYSTEMS IMPLEMENTATION

**Description:** The project represents the culmination of a student's study in information systems and will normally be the last unit of study taken in the degree.

**Credit Points:** 12

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

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

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

### BCO3150 SYSTEMS IMPLEMENTATION

**Locations:** Footscray Park, Off-shore, ECA, Sydney..

**Prerequisites:** BCO3144 - SYSTEMS DESIGN

**Description:** Building on foundation knowledge and understanding of systems analysis and systems design approaches, this Unit introduces students to the implementation phase of the Systems Development Life Cycle (SDLC). System Implementation covers a broad range of themes including project management, computer programming, database design and development, requiring students to develop their problem solving, time management and critical thinking skills.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this Unit, students should be able to: compare and contrast system implementation and project management concepts; integrate knowledge of the human factors in systems implementation projects; develop and manage business information system projects using a project scheduling tool; design, develop and implement a database driven business information system using a programming language, transactional database and a visualisation tool; produce accurate and usable test plans and systems documentation.

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

**Required Reading:** There is no prescribed text. However, students may consult: Satzinger, J, Jackson, R & Burd, S 2009, 5th edn, Systems Analysis and Design in a Changing World, Course Technology, Cengage Learning, Boston, USA. Schwalbe, K 2010, 6th edn, Information technology project management, Course Technology, Cengage Learning, Boston, USA. A comprehensive reading list will be provided via the University eLearning platform.

**Assessment:** Assignment, Systems Implementation Scenario, 15%. Assignment, Systems Implementation Scenario, 20%. Assignment, Project Initiation Document, 25%. Examination, Final Examination, 40%.

### BCO3151 ERP SYSTEMS CONCEPTS

**Locations:** Footscray Park, Off-shore, CUHK Hong Kong, ECA Sydney..

**Prerequisites:** Nil.

**Description:** This unit of study introduces and provides experience in business processes that are the basis for many Enterprise Resource Planning (ERP) implementations and are essential for business operations. Issues of configuration, master data and business rules are presented to provide a deeper understanding of processes. Practical experience in report programming to support business processes within an Enterprise Resource Planning System (ERP) environment extends student knowledge of introductory programming concepts and techniques by developing programs that support the management of these processes. The key processes

investigated include production planning, logistics, sales and distribution.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- explain key processes, investigate the master data and business rules that underlie them and recommend configuration settings to match the business processes;
- describe the linkages between functional modules within ERP Systems and assess the impact of different process structures on one another;
- select a methodology to develop and design reporting programs within an ERP environment;
- formulate suitable testing strategies and planning approaches to ensure successful ERP implementation of these reports.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules. Unit of study equal to 12 credit points.

**Required Reading:** Magal, S R & Word, J 2009, Essentials of Business Processes and Information Systems, Wiley, New Jersey, USA.

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

### BC03152 WEB SYSTEMS AND TECHNOLOGIES

**Locations:** Footscray Park.

**Prerequisites:** BC01042 - INFORMATION SYSTEMS DEVELOPMENT BC03047 - INFORMATION SYSTEMS IMPLEMENTATION CONCEPTS

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

**Credit Points:** 12

**Learning Outcomes:** On completion of this subject, students should be able to:

- understand the potential of the Internet for business growth
- be familiar with different business models
- explore how the Internet works
- have a basic understanding of distributed computing
- understand the principles of web site design process
- be able to design, implement, test and debug dynamic web-based applications

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

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

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

### BC03153 SERVICES ORIENTED SYSTEMS

**Locations:** Footscray Park.

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS BC03048 - INFORMATION SYSTEMS GOVERNANCE AND ETHICS

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

**Credit Points:** 12

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

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

**Required Reading:** 2008 SOA - Principles of Service Design Prentice Hall ISBN-10: 0132344823

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

### BC03248 OPERATING SYSTEMS

**Locations:** Footscray Park.

**Prerequisites:** BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:** The aim of this unit of study is to provide students with an understanding of operating system fundamentals and the relationship of an operating system to application software; and to compare a variety of different operating systems. Topics include: overview of operating systems; organisation and architecture; layers and interfaces; memory management; processor and process management; multiple processor systems; concurrency and synchronisation; input/output device management; and file management.

**Credit Points:** 12

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

**Required Reading:** Flynn, I. and McHoes, 1991, Understanding Operating Systems, Thomas International Publishing.

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

### BC03345 OBJECT ORIENTED SYSTEMS

**Locations:** Footscray Park.

**Prerequisites:** BC01147 - INTRODUCTION TO PROGRAMMING CONCEPTS BC02148 - SYSTEMS ANALYSIS

**Description:** Object Oriented technology has become a major focus of program design and development and plays an important role in IS studies. This unit of study extends the study of basic programming principles introduced in BC01147 and Continues the development of the student's theoretical knowledge and practical skills within the framework of an Object Oriented development environment. Theoretical concepts are reinforced with appropriate practical work using an appropriate Object Oriented language. Object Oriented concepts. Development using the Object Oriented Paradigm. Event Models for the development environment. Balancing Graphical User Interfaces within the OO paradigm. Programming in an appropriate OO language (eg. Java.) Object Oriented Programming with database access. An overview of software OO engineering principles.

**Credit Points:**12

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

**Required Reading:**Campione, M., Walrath, K., Huml, A., The Java Tutorial, 3rd Edition.

**Assessment:**Semester assignments, 40%; Final Examination and tests, 60%.

### BC03348 KNOWLEDGE MANAGEMENT TECHNOLOGIES

**Locations:**Footscray Park.

**Prerequisites:**BC01103 - WEB ENABLED BUSINESS SYSTEMS

**Description:**Knowledge is increasingly regarded as the most important asset for organisational success and consequently, knowledge management is gaining wider recognition as an important area of study. This unit of study is designed to enable students to gain an appreciation of sources of knowledge, the underlying principles of knowledge management, and to obtain the necessary skills for knowledge to be successfully captured, maintained and used within an organization. They will not only 'know-what' but will also gain the 'know-how' to put that knowledge into practice. It will enable students to move from an appreciation of what knowledge is, to be able to form communities of practice where what is being communicated is actually being used in practice.

**Credit Points:**12

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

**Required Reading:**Skyrme, David J., 1999, Knowledge networking: creating the collaborative enterprise, Butterworth Heinemann, Oxford.

**Assessment:**Final examination, 50%; Tutorial assignments, class presentations, written papers, project, 50%.

### BC03350 ERP PROGRAMMING CONCEPTS

**Locations:**Footscray Park.

**Prerequisites:**BC01147 - INTRODUCTION TO PROGRAMMING CONCEPTS

**Description:**This unit of study aims to extend the knowledge of introductory programming concepts and techniques by providing students with practical experience in programming in an Enterprise Resource Planning System (ERP) environment.

**Credit Points:**12

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

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

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

### BC03357 DATA STRUCTURES FOR BUSINESS PROGRAMMING

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BC01147 - INTRODUCTION TO PROGRAMMING CONCEPTS

**Description:**Data structure techniques play an important role in the successful implementation of most IS systems. The incorrect application of such techniques can be devastating to the success of such computer systems, thus the study of Data structures is an important component of any IS course. The aim of this unit of study is to give students an appreciation and understanding of the interrelationship

between data structures and efficient algorithms. This unit of study extends the basic knowledge and principles introduced in BC01147 within the framework of an industry standard development language. Content is: Algorithm Design Designing Solutions for medium to large programs Parameter passing techniques Data Structure techniques Recursive techniques File design Relationship between application programs and Databases.

**Credit Points:**12

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

**Required Reading:**Dietel and Dietel, C., How to Program, 3rd Edition, Prentice-Hall.

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

### BC03442 INFORMATION ETHICS AND MANAGEMENT

**Locations:**Footscray Park, Off-shore, CUHK-Hong Kong, ECA - Sydney..

**Prerequisites:**BC01102 - INFORMATION SYSTEMS FOR BUSINESS

**Description:**This unit of study examines the diverse role of Information Systems Professionals, focusing on the skills and knowledge required for responsible and effective collecting, managing and communicating of information in supervisory, support and/or management positions. This unit of study examines key topics and issues in the Information Systems discipline including ethics, information privacy and security. It also addresses the communication and interpersonal skills required by all information systems professionals to work effectively and ethically in the contemporary business environment.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Investigate, analyse and argue perspectives on key issues in Information Systems.
- Research and devise recommendations in response to Information Systems business scenarios.
- Formulate and deliver presentations on current and emerging topics in Information Systems.
- Propose and defend responses to ethical scenarios in the Information Systems Profession.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**There is no prescribed text for the unit. However, a detailed list of recommended readings will be provided via the University eLearning platform at the commencement of the semester including: Reynolds, G 2011, 4th edn, Ethics in Information Technology, Thomson Course Technology, Massachusetts, USA. Quinn, MJ 2011, 4th edn, Ethics for the Information Age, Pearson Education, Massachusetts, USA.

**Assessment:**Presentation, Information Systems Topic or Issue, 15%. Report, Information Systems Business Scenario, 30%. Other, Debate - Information Systems Topic or Issue, 15%. Examination, Final Examination (two hours), 40%.

### BC03443 THE INFORMATION PROFESSIONAL

**Locations:**Footscray Park, CUHK-Hong Kong..

**Prerequisites:**BC01102 - INFORMATION SYSTEMS FOR BUSINESS BC02040 - MANAGING THE COMPUTING ENVIRONMENT

**Description:**This unit of study examines the diverse role of the Information Professional, focussing on the skills and knowledge required for responsible and effective collecting, managing and communicating of information in supervisory, support and/or management positions. This unit of study addresses the technical, communications and interpersonal skills required by all information professionals to work effectively and ethically in contemporary business environments. Portfolio development and Core Graduate Attributes analyses.

**Credit Points:** 12

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

**Required Reading:**Current available textbook - Students to be Advised.

**Assessment:**Group work, assignments and presentations, 60%; Examination, 40%.

### BC03445 ENTERPRISE INFORMATION SYSTEMS

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BC01103 - WEB ENABLED BUSINESS SYSTEMS

**Description:**The unit of study aims to provide students with an understanding of the nature of information systems management and planning and the purpose, methods and techniques of information requirements analysis and planning; an understanding of the importance of business processes and their relationship to information systems inside and outside the enterprise; an appreciation of the importance of business process integration and the emerging use of the WEB for internal and external information sharing via intra/inter organisational information systems; an appreciation of the development of ERP systems for internal process optimisation and EAI for the integration of internal and external information systems.

**Credit Points:** 12

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

**Required Reading:**Sandoe, K., Corbit, G. and Boykin, R., 2001, Enterprise Integration, Wiley-VCH.

**Assessment:**Part 1. Information Requirements Assessment with CSF's, 15%. Part 2. Enterprise Information Systems, Issue, 15%. Part 3. Enabling Business Processes through ERP, 20%. Examination, 50%.

### BC03446 PROJECT MANAGEMENT

**Locations:**Footscray Park, Off-shore, CUHK-Hong Kong, ECA Sydney..

**Prerequisites:**BC01102 - INFORMATION SYSTEMS FOR BUSINESSBMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**This unit of study examines the diverse role of the Project Manager, focusing on the skills and knowledge required for effective management, communication and collaboration in a project based work environment. The unit examines key topics and issues relating to projects and project management including problem identification, project initiation, scheduling, stakeholder management, risk management, quality assurance, evaluation and reporting. It also addresses the communication and interpersonal skills required by all project professionals to work effectively in a contemporary business environment.

**Credit Points:** 12

**Learning Outcomes:**On successful completion of this Unit, students should be able to: compare, contrast and evaluate project management concepts; integrate knowledge of the human factors in project management; investigate, analyse and argue perspectives on key topics relating to project management; research and devise

recommendations in response to project management business scenarios; develop and manage business projects using a project scheduling tool.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**There is no prescribed text for the unit. However, a detailed list of recommended readings will be provided via the University eLearning platform at the commencement of the semester.

**Assessment:**Report, Project Management Topic, 20%. Presentation, Project Management Topic, 15%. Report, Project Management Scenario, 25%. Examination, Final Examination (2 hours), 40%.

### BC03447 INFORMATION SYSTEMS PROJECT

**Locations:**Footscray Park, Off-shore, CUHK - Hong Kong, ECA Sydney..

**Prerequisites:**BC03446 - PROJECT MANAGEMENTBC01148 - PROGRAMMING BUSINESS APPLICATIONSBCO2041 - SYSTEMS ANALYSIS AND DESIGN

**Description:**This unit of study examines issues and concepts in information systems project management and delivery, providing students with the opportunity to work on and deliver an authentic information systems implementation, research or analysis based project as part of a team. Students are supported in drawing on their learning across their degree studies to complete diverse authentic learning tasks. Topics and issues relating to information systems projects and project management including problem solving, project planning and scheduling are reviewed. Themes in project communication are emphasised including effective project reporting and evaluation in the information systems context. Key areas relating to information systems projects are introduced including research skills, business analysis, testing, documentation and user training.

**Credit Points:** 12

**Learning Outcomes:**On successful completion of this Unit, students should be able to: research and devise recommendations in response to an information systems business scenario; plan, develop and deliver an information systems project as part of a team; integrate key concepts in information systems; present and justify progress to project stakeholders.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**There is no prescribed text. However, students may consult the following texts:Satzinger, J, Jackson, R & Burd, S 2009, 5th edn, Systems Analysis and Design in a Changing World, Course Technology, Cengage Learning, Boston, USA. Schwalbe, K 2010, 6th edn, Information technology project management, Course Technology, Cengage Learning, Boston, USA. A comprehensive reading list will be provided via the University eLearning platform at the commencement of the semester.

**Assessment:**Report, Information Systems Project Plan, 25%. Presentation, Information Systems Project Status Update, 15%. Report, Project Status Reports, 10%. Presentation, Final Project Presentation, 15%. Project, Final Project Assessment, 35%.

### BC03448 BUSINESS INTELLIGENCE

**Locations:**Footscray Park, Off-shore, CUHK, ECA Sydney.

**Prerequisites:**BC02149 - DATABASE SYSTEMS

**Description:**The unit of study will examine the fundamentals of Business Intelligence (BI) systems including how they are used in organisations to support innovation and achieve competitive advantage. Students will develop their understanding of the value of information and how it is disseminated within organisations to support

informed decision making at the various levels of management. The tools used to support BI in an organisation including data warehouses, analytics and predictive analysis tools will be explored. Students will investigate and develop conceptual models and data extraction techniques to support data transformation, info cube design, query and report design.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit students will be able to:

- Evaluate how BI is used in an organisation for innovation and achievement of competitive advantage;
- Design and implement data models using dimensional analysis to create structures that support data interrogation;
- Develop and design complex queries and reports for use by stakeholders from various levels of management;
- Assess the process of extraction, transformation and loading of data into a data warehouse;
- Appraise how a BI system can be used to monitor the performance of an organisation.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** There is no prescribed text for the unit. However, a detailed list of recommended readings will be provided via the University eLearning platform at the commencement of the semester.

**Assessment:** Assignment, Business Intelligence Scenario, 25%. Report, Business Intelligence Scenario, 25%. Presentation, Business Intelligence Topic, 10%. Examination, Final Examination, 40%.

## BCO4501 BUSINESS PROCESS ENGINEERING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study is concerned with the strategic and organisational issues of process and workflow management and the use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches used to understand, analyse, and implement efficient business processes. Workflow modelling techniques, process modelling techniques, and procedure models will be presented and practised. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, reorganising and implementing processes in a typical business organisation.

**Credit Points:** 12

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

**Required Reading:** Keller, G., and Teufel, T., 1998, SAP R/3 Process Oriented Implementation: Iterative Process Prototyping, Addison Wesley.

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

## BCO4601 CURRENT ISSUES IN INFORMATION SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study will develop students' knowledge base and conceptual abilities in an area of information systems. The content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with staff expertise and availability.

**Credit Points:** 12

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

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

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

## BCO4603 ENTERPRISE RESOURCE PLANNING SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study investigates the use of integrated computer-based information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation's information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation's various business processes.

**Credit Points:** 12

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

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

**Assessment:** 2000 word case study, 25%; 2000 word research project, 25%; System design and implementation project (practical), 50%.

## BCO4641 USER COMPUTING

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

**Prerequisites:** Nil.

**Description:** Rise of user computing; development of user computing; classification of users. User environments and user needs; office and work environments. User application development; types of applications, assessment of user developed applications. Managing user computing; benefits, factors for success, concerns and fundamental decisions, costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting users: information centres, trouble shooting, controlling user computing, prompting user computing, selection of tools, software and hardware. user training: skills hierarchy, training principles, types of training, provision of training, training issues, skills versus concepts.

**Credit Points:** 12

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

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

**Assessment:** Assignments, 75%; Presentations, 25%.

## BCO4642 SYSTEMS DEVELOPMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to investigate information systems and systems development in School to provide the student with a comparative framework for and knowledge of several development methodologies. The nature, purpose limitations and management of system development methods. Underlying philosophies; deterministic or evolutionary, hard systems development, soft systems development.

**Credit Points:** 12

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

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

**Assessment:** Assignments, 100%.

## BCO4643 KNOWLEDGE ENGINEERING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The adoption of knowledge based systems in the commercial world has given rise to a number of practical issues. Among these are, improved techniques for knowledge acquisition, design, documentation, maintenance and validation of knowledge based systems. This unit of study aims to present a practical view of the knowledge acquisition process, its methodologies and techniques in order to enable its students to develop expert system knowledge bases more effectively. Basic concepts and terminology; sampling expert systems; identifying and tapping knowledge; conceptualising knowledge acquisition, knowledge acquisition modes, approaches, stages and process, impediments to effective knowledge acquisition; verification and validation procedures; documentation requirements.

**Credit Points:** 12

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

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

**Assessment:** Assignments, 100%.

## BCO4644 OBJECT ORIENTED PROGRAMMING AND DESIGN

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.

**Credit Points:** 12

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

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

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

## BCO4645 INTERNETWORKING SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

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

**Credit Points:** 12

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

**Required Reading:** Gallo, Michael A. and Hancock, William, M., Computer Communications and Networking Technologies, 1st edition, Thomson Learning/Brooks Cole.

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

## BCO4646 SYSTEMS SUPPORT PROGRAMMING

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** Overview of computer organisation, operating systems and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.

**Credit Points:** 12

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

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

**Assessment:** Assignments, 100%.

## BCO4652 BUSINESS RESEARCH METHODS

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

**Prerequisites:** Nil.

**Description:** The purpose of the unit of study is to provide students with a firm foundation from which they can undertake a research problem. For the duration of the semester guidance will be given to students for the identification of a research problem. Instruction will be provided which will enable students to perform effective literature reviews. Students will be presented with various models of methodology and assist with designing an appropriate method for their research. Students will be trained in the analysis and presentation of results, exposition of processes and methods used and conclusions drawn. Guidelines outlining the preparation and writing of a research thesis will be provided at the conclusion of semester.

**Credit Points:** 12

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

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

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

## BCO4653 MANAGEMENT OF INFORMATION TECHNOLOGY

**Locations:** City Flinders.

**Prerequisites:** Nil.



**Description:**A framework for the management of information technology. Management issues may include the strategic use of information technology, information technology architectures, information systems planning, information technology investments, security and privacy and outsourcing.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will:

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

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

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

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

### BCO4654 DATABASE DESIGN

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**A selection of the following topics within a data warehouse development content will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.

**Credit Points:**12

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

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

**Assessment:**Assignments, 100%.

### BCO4656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to give computing students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It aims to show how knowledge of the appropriate application of such skills is becoming vital to information technology professionals in the performance of their many functions in an organisation. Topics include: project management fundamentals, project management software tools, defining the problem, developing the project plan and schedule, building the project

team, implementation difficulties, management of conflict, cost control, reporting on project status, project management methodologies, software engineering projects, case studies.

**Credit Points:**12

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

**Required Reading:**Tatnall, A., 2002, A Guide to Microsoft Project, Data Publishing, Melbourne. Marchewka, J., 2003, Information Technology Project Management: Providing Measurable Organizational Value, Wiley, USA.

**Assessment:**Assignments, 40%; Case Study, 40%; Presentations, 20%.

### BCO4658 INTERNET COMMERCE

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**12

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

**Required Reading:**Turban, E., King, D., Lee, J. and Viehland, D., 2004, Electronic Commerce A Managerial Perspective, Prentice Hall International, New Jersey.

**Assessment:**Research Assignments, 60%; Case studies, papers, electronic commerce site analysis and oral presentations, 40%.

### BCO4659 EXECUTIVE AND MOBILE COMPUTING

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics covered will include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile executive computing, executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.

**Credit Points:**12

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

**Required Reading:**Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA.

**Assessment:**Decision Support Systems and Executive Information Systems, 20%;

Executive Mobile Computing, 20%; Class research paper presentation and summary paper, 20%; Seminar participation, 10%; Class Test, 30%.

### BCO4660 ENTERPRISE ELECTRONIC COMMERCE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides students with understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel Enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.

**Credit Points:**12

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

**Required Reading:**Deise, M., Nowikow, C., King, P., Wright, 2000, Executive's Guide to E-Business: From Tactics to Strategy, Wiley.

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

### BCO4661 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION

**Locations:**City Flinders.

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

**Description:**The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: Project life cycle, project management, implementation strategies, Risk management, data conversion, critical success factors, project management software tools, project reporting.

**Credit Points:**12

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

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

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

### BCO4662 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics covered include: the role of information systems and the Internet in small business; selecting applications for small business: integrating information and Internet systems with small business processes; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.

**Credit Points:**12

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

**Required Reading:**United Nations, 2003, The SME and Information Technology: A Practical Study of SMEs at the IT Frontier: Enterprise Competitiveness, United Nations Publications, USA.

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

### BCO4672 THE INFORMATION SYSTEMS PROFESSIONAL

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an overview of the requirements and skills for responsible and ethical membership of the Information Technology profession; opportunities to develop and apply information systems, communications and management skills and competencies within a variety of professional practice scenarios. Topics include: role of IS professionals and their interactions with users of information, information handling in an electronic environment, information professions, legal, cultural and ethical issues encountered by IS professionals, information security and information overload. The nature, role and importance of Professional and Standards Organisations. Professional Competencies eg risk, analysis, feasibility study, quality assurance. Business Processes eg negotiation, procurement, tendering.

**Credit Points:**12

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

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

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

### BCO4673 USABILITY DESIGN FOR E-BUSINESS

**Locations:**City Flinders.

**Prerequisites:**Nil.

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

**Credit Points:**12

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

**Required Reading:**Vredenburg, K., Isensee, S. and Righi, C., 2002, User-Centred Design: an integrated approach, Prentice-Hall, USA.

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

### BCO4701 RESEARCH PROJECT (FULL-TIME)

**Locations:** City Flinders.

**Prerequisites:** Nil

**Description:** Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

**Credit Points:** 48

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshop or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 48 credit points.

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

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

### BCO4702 RESEARCH PROJECT (PART TIME)

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Students are required to complete a research project of approximately 15,000 words based on the proposal developed in the unit of study Research Methodology.

**Credit Points:** 24

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 24 credit points per semester.

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

**Assessment:** Written thesis, 85%; Seminar, 15%.

### BCO5501 BUSINESS PROCESS ENGINEERING

**Locations:** City Flinders, Off-shore, Litan Hall, Singapore; Ganpat University, India; ECA Sydney; BJU China..

**Prerequisites:** Nil.

**Description:** The unit of study is concerned with the strategic and organisational issues of process management and the use of Enterprise Resource Planning Systems (ERPs) to realise efficient processes. Designing and implementing efficient business processes can provide important strategic advantages for businesses. This unit of study will describe the major strategic approaches' used to understand, analyse and implement efficient business processes. Workflow modelling techniques, process modelling techniques and procedure models will be presented and practiced. SAP R/3, as an example of Enterprise Application Software, will be used to examine the issues that students are likely to encounter in identifying, reorganising and implementing processes in a typical business organisation.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students will be able to:

- describe the changing business environment and the importance of applying Business Process Engineering concepts to respond to that environment;
- identify actors, work flows, and objects in a business process;
- use Event Controlled Process Chains and Business Process Modeling Notation to describe a business process;

- design an organisational plan for a workflow and implement a workflow using SAP WebFlow;
- discuss the usefulness of automated workflows for monitoring and controlling business processes.

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

**Required Reading:** A list of required reading is made available to students online through a web-based management system.

**Assessment:** Assignment, Design Process Models, 55%. Literature Review, Research Article Review, 25%. Assignment, Workflow Implementation, 20%.

### BCO5502 CLIENT SERVER TECHNOLOGY

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

**Prerequisites:** Nil.

**Description:** This unit aims to extend the knowledge of client server models in ERP systems and to provide students with an understanding of the issues in analysing, implementing and supporting client server technology for Enterprise Resource Planning Systems. In addition, the unit aims to provide students with practical experience in systems administration with an emphasis to the systems landscape and to introduce students to the transport, security, and disaster recovery procedures for the ERP landscape.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: analyse the differences in client/server models H/W and S/W; differentiate system level operations, transactions, and carry out system maintenance in an ERP system; develop skills to implement ERP systems and demonstrate knowledge of the security mechanisms applied in ERP systems; develop knowledge and skills of strategic approaches and tools to be applied in system maintenance in the ERP environment apply software support technologies and standards in an ERP system context.

**Required Reading:** A comprehensive list of readings will be provided at the beginning of the unit. Fose, F, Hagemann, S & Will, L 2009, SAP NetWeaver AS ABAP System Administration, SAP Press, New York.

**Assessment:** Test, Class Test 1, 10%. Test, Class Test 2, 20%. Project, Lab Project, 25%. Assignment, ERP Sizing Report, 25%. Examination, Final Exam, 20%.

### BCO5647 APPLICATIONS PROGRAMMING TECHNIQUES

**Locations:** City Flinders, Off-shore, Ganpat University, India..

**Prerequisites:** Nil.

**Description:** The aim of the unit of study is to extend the knowledge of introductory programming techniques; provide students with practical experience in programming with an emphasis on commercial applications with a business oriented language; introduce students to data structures. Topics include: key features of the programming language in use; structured tools and techniques; data manipulation; report generation; file structures; interactive processing.

**Credit Points:** 12

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

**Required Reading:** Keller, H. and Kruger, S., 2002, ABAP Objects: An Introduction to Programming SAP Applications, SAP Press and Addison-Wesley, USA. Matzke, B., 2001, ABAP/4 Programming in The SAP R/3 System, 2nd Edn, Addison-Wesley,

USA.

**Assessment:** Assignments, 40%; Exam, 60%.

### BCO5650 ENTERPRISE E-COMMERCE

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study provides students with understanding of the models and strategy development and considerations in relation to e-business. Topics include: Channel enhancement, Customer relationship management, Value chain integration, business convergence, ERP systems and e-business, mobile computing, e-strategy, legal implications, e-business implementation.

**Credit Points:** 12

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

**Required Reading:** Deise, M., Nowikow, C., King, P., Wright, 2000, Executive's Guide to E-Business: From Tactics to Strategy, Wiley.

**Assessment:** Minor assignment 1, 25%; Minor assignment 2, 25%; Major assignment, 50%.

### BCO5651 ENTERPRISE RESOURCE PLANNING SYSTEMS IMPLEMENTATION

**Locations:** City Flinders, Off-shore, Lithan Hall, Singapore; BJU, China; Ganpat University, India; ECA Sydney..

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are to provide students with an understanding of the basic methodologies, techniques and tools that are used in the implementation Enterprise Resource Planning Systems using SAP R/3 as an example. It also addresses the issues that need to be considered for successful implementation. Topics include: ASAP Project life cycle, Implementation strategies, Change Management, Data conversion, Implementation Testing, Implementing project reporting.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study students should be able to:

- critically evaluate the importance of implementation in the development of enterprise wide systems,
- understand the need for linking enterprise mission & goals with the implementation of ERP systems, and
- use tools to aid and understand the implementation process.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Extensive Readings and Podcasts are provided online through a web-based management system. Shanks, G, Seddon, P & Willcocks, L 2003, 1st edn, Second-wave enterprise resource planning systems: implementing for effectiveness, Cambridge University Press. Anderson G., et al. 2009, SAP Implementation Unleashed: A Business and Technical Roadmap to Deploying SAP Sams, Unleashed. Sheldon, D 2005, Class A ERP Implementation J. Ross Publishing Khan, A 2002, Implementing SAP R/3 with ASAP focus Writers Club Press

**Assessment:** Assignment, Project Planning for ERP, 15%. Creative Works, Implementation Training Tools, 15%. Assignment, Data Cleansing & Conversion,

15%. Presentation, Implementation Tool Application & Presentation, 45%. Test, Readiness Tests, 10%.

### BCO5652 TRANSACTION PROGRAMMING TECHNIQUES

**Locations:** City Flinders.

**Prerequisites:** BCO5647 - APPLICATIONS PROGRAMMING TECHNIQUES

**Description:** This unit of study focuses on SAP's 4GL development language ABAP and how it is used for transaction development and remote function calls. Topics include: Transaction processing, security issues, remote function calls, BAPI's, record locking, user interface design, updates in the SAP R/3 system using ABAP, data dictionary maintenance and Web applications.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Keller, H. and Kruger, S., 2002, ABAP Objects: An Introduction to Programming SAP Applications, SAP Press and Addison-Wesley, USA, or Matzke, B., 2001, ABAP/4 Programming in The SAP R/3 System, 2nd Edn, Addison-Wesley, USA.

**Assessment:** Assignments, 40%; Final Examination, 60%.

### BCO5653 BUSINESS INFORMATION SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are to provide students with an overview of the use of computer-based information systems in business. It acts as an introduction to the Graduate Diploma course and introduces students to a broad range of topics relating to the field of information systems. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small information systems. Content includes: An overview of the field of information systems; problem solving and decision making, systems analysis concepts, process modelling; database and data modelling concepts; hardware and software fundamentals; data communications and networks; identification, and roles of stake holders in information systems; business applications of information technology including: types of information systems used in business, and the use of Internet technologies in business.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Tatnall, A., Davey, B., Burgess, S., Davison, A and Fisher, J., 2000, Management Information Systems: Concepts, Issues, Tools and Applications, 2nd edn, Data Publishing, Melbourne.

**Assessment:** Software-based practical assignments, 30%; Case studies, papers and oral presentations, 20%; final examination, 50%.

### BCO5654 DEVELOPMENT OF INFORMATION SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** BCO5653 - BUSINESS INFORMATION SYSTEMS

**Description:** The aim of the unit of study is to provide students with the ability to apply systems analysis and design processes. It will develop students' abilities to apply tools and techniques that are currently used in systems development, building upon the skills and concepts learned in Business Information Systems. Students will learn to identify and document a range of client needs including business requirements, quality processes, usability needs, and cost and time constraints. A

case study approach will be used in assignment to provide students with practice in the application of techniques that are used to identify and meet client needs. Topics will be drawn from: Systems Development Methodologies: model driven, rapid application, and hybrid; User Requirements Identification: object oriented analysis and design, process modelling, data modelling, and database design; Systems integration and ERP products; input/output design and usability; quality assurance and development metrics; application architecture; security and controls; system documentation.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Satzinger, J., Jackson, R., Burd, S., 2004, Systems Analysis and Design in a Changing World, third Edition, Course Technology.

**Assessment:** Case Studies, 50%; Final examination, 50%. Students are expected to obtain at least 40% in each component of assessment as well as 50% aggregate score to gain a pass in the unit of study.

### BC05655 INFORMATION SYSTEMS APPLICATIONS DEVELOPMENT

**Locations:** City Flinders.

**Prerequisites:** BC05501 Business Process Engineering and BC06603 Enterprise Resource Planning Systems OR BC05654 Development of Information Systems and BC05656 Information Systems Programming.

**Description:** The aim of the unit of study is to provide students with an opportunity to apply the knowledge and skills that they have gained during their course to a real-life problem; Experience at working in a small team to successfully complete an assigned information system application within a semester; Experience in defining a problem, designing a solution and building the accepted application; Experience in presenting reports in both written and oral form; An opportunity to benefit from a real business world situation or a simulation of a real business world situation. This unit of study requires students to work as effective members of a team that is responsible for the definition, design, building and installation of a business-related information system application. The system will involve a database with at least three tables that requires a representative range of functions to be implemented or an appropriate ERP application.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by the lecturer.

**Assessment:** Internal assessment comprising a combination of working system submission, oral presentations, written reports and/or demonstrations, 100%.

### BC05656 INFORMATION SYSTEMS PROGRAMMING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide students with an understanding of algorithm design and structured program design within an event-driven/object oriented environment. It aims to provide students with a basic knowledge of programming as a method for solving business-related information systems problems. Topics include: program components such as objects and modules; algorithm design using pseudocode and control structures; programming concepts such as data types, variables and constants; program development, testing and debugging techniques; accessing databases using queries, SQL, record sets and access methods; program documentation.

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**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Shackleton, P. and McConville, 2000, Program Design through Visual Basic, 5th edition, Data Publishing, Melbourne. Bradley, J. and Millspaugh, A., 2003, Programming in Visual Basic, Net, McGraw-Hill Irwin, Sydney.

**Assessment:** Assignment 1, 15%; Assignment 2, 35%; Assignment 3, 50%. Students will be tested on the theory and skills associated with assignments.

### BC06006 INFORMATION SYSTEMS AND CRIMINAL JUSTICE

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study will deal with the changing face of information, sorting and retrieving information, information and computer-based systems, decision support systems, intelligent support systems, e-commerce, criminal justice information (robbery and the FLINTS systems), financial fraud detection (the POIROT system), forensic accounting, computer crime and financial regulation.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Swanson, C., Chamelin, N. and Territo, L., 2000, Criminal Investigation, 7th edn, McGraw Hill, Boston. Zeleznikow, J., 2002, 'Using Web-based Legal Decision Support Systems to Improve Access to Justice' Information and Communications Technology Law, 11(1): 12-33. Zeleznikow, J. and Hunter, D., 1994, Building Intelligent Legal Information Systems: Knowledge, Representation and Reasoning in Law, Kluwer, Dordrecht.

**Assessment:** One Practical assignment (2500 words), 50%; One three-hour examination, 50%.

### BC06179 ENTERPRISE PROJECT SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** BC06603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

**Description:** This unit of study aims to give ERP and Information Systems students an understanding of Project Management as part of ERP systems and how the Project Management component enables users to manage the business aspects and content of a project with the components own functions and with integration with other components of these systems. It will also teach students the skills required to define, configure, plan and track different types of projects. Topics include: overview of project management, project management fundamentals, SAP R/3 project system, project structures, project planning, logistics interface, accounting interface, human resources interface, budgeting, project execution, period end closing, reporting and interfaces to MS project.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:** Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

### BC06180 ERP SYSTEMS ADMINISTRATION

**Locations:** City Flinders, Off-shore, ECA Sydney..

**Prerequisites:** BC05502 - CLIENT SERVER TECHNOLOGY BC06603 - ENTERPRISE RESOURCE PLANNING SYSTEMS or equivalent work experience.

**Description:**This unit of study aims to give ERP and Information Systems students an advanced treatment of client server theories and models, and enhance their knowledge of systems administration of ERP systems. The unit of study will examine the major system areas, their function in business, and explore these in a systematic manner, these areas include the Transport Systems, Database Systems and Operating Systems. Topics include: ERP systems configuration; distributed architectures; multi-tier client server solutions; ERP tools; performance monitoring; load balancing; system landscapes; memory management for ERP systems; advanced security concepts; remote operations; background processing; and database platforms comparison.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to: Develop an understanding of the advanced client server models principles, methods and techniques used to implement security processes within the ERP environment. Employ software support technologies, standards and their application in an ERP system context. Apply advanced skills and knowledge to support and administer an ERP system.

**Required Reading:**A comprehensive list of readings will be provided at the commencement of the unit.Schneider, T 2007, 4th edn, SAP Performance Optimization Guide, SAP Press

**Assessment:**Essay, Short essay, 20%. Test, Class test, 20%. Report, Case study report, 20%. Assignment, Field investigation and disaster recovery (DR), 20%. Project, Lab project, 20%.

### BCO6181 ERP APPLICATIONS

**Locations:**City Flinders.

**Prerequisites:**BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

**Description:**This unit of study enables students to gain an understanding of technologies which extend a company's enterprise resource planning system. The unit of study covers issues associated with the implementation, use and maintenance of these second wave technologies. Technologies can include, data warehouse, advanced planner and optimiser, workflow, e-procurement and customer relationship management.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**ERP Systems Applications Study Guide, School of Information Systems, Victoria University.

**Assessment:**Internal assessment comprising of assignments, class tests, oral presentations and/or demonstrations, 100%.

### BCO6183 ENTERPRISE APPLICATION INTEGRATION

**Locations:**City Flinders.

**Prerequisites:**BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

**Description:**The needs for technologies and systems integration are the fundamental requirements in the modern e-business environments where EAI technologies have unique roles. As a result, EAI technologies operate on a broad scope of modern e-business. By studying this unit of study, students will gain up-to-date knowledge about the existing and emerging EAI technologies through discussion of topics at conceptual levels as well as gaining first hand practical experience. The unit of study consists of several key components covering different aspects of the technologies, which includes: the issues in relation to deployment of large-scale distributed systems; heterogeneous applications integration; plug and play software components within enterprise environment; business connectors and selected middleware

technology including XML; integration architecture; case study: a research prototype.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Slyke, C.V. and Belanger, F., 2003, E-Business Technologies: Supporting the net-enhanced organization, John Wiley and Sons.

**Assessment:**Assignments, 100%.

### BCO6184 SMALL BUSINESS INFORMATION AND INTERNET SYSTEMS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the student to a broad range of topics relating to the field of information technology and small business. Topics include: the role of information systems and the Internet in small business; selecting applications for small business: integrating information and Internet systems with small business process; selecting hardware and operating systems for small business; networking for small business; building small business applications; office suite programming; integrating office and Internet applications.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**United Nations, 2003, The SME and Information Technology: A Practical Study of SMEs at the IT Frontier: Enterprise Competitiveness, United Nations Publications, USA.

**Assessment:**Small Business Case study, 15%; Research paper/presentation, 20%; Development of small business system, 65%.

### BCO6185 EXECUTIVE AND MOBILE COMPUTING

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The purpose of this unit of study is to introduce students to information technologies that support managerial work and decision making, particularly for the business executive away from the office and on the move, but needing to keep in touch. Topics include: executive information needs, decision making and decision support systems, group support systems, executive productivity tools, keeping in touch whilst on the move, mobile executive computing, executive information systems, modelling and model management, knowledge management, integration and implementation of management support systems.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Hayes, Ian S., 2002, Just Enough Wireless Computing, Prentice Hall, USA.

**Assessment:**Decision Support Systems and Executive Information Systems, 20%; Executive Mobile Computing, 20%; Class research paper presentation and summary paper, 20%; Seminar participation, 10%; Class test, 30%.

### BCO6503 MANAGEMENT INFORMATION SYSTEMS

**Locations:**City Flinders, Off-shore, Stansfield College Singapore, Beijing Jiaotong University China..

**Prerequisites:**Nil.

**Description:**This subject aims to introduce students to a broad range of topics relating

to the field of information systems. Students will gain an appreciation how information systems and technology are able to assist with the management of today's large and small companies. Students will also gain an awareness of how information systems/applications are built. Theoretical issues are reinforced through laboratory work that leads to the design and implementation of small database and spread-sheet applications. Upon completion of the subject, students will have a management perspective of tasks associated with implementing and maintaining information systems within an organisational context.

**Credit Points:** 12

**Learning Outcomes:** LEARNING OUTCOMES On the successful completion of the content in this unit, students should be able to:

- Identify, differentiate and analyse the key issues associated with management information systems.
- Critically evaluate the different types of technology applications from a management perspective.
- Analyse management information systems solutions associated with business strategy, business processes in different organisational models.
- Collaborate in a team environment to analyse, evaluate and solve contemporary management information systems issues/problems.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the unit. Pearlson, K. E & Saunders, C S 2010, 4th edn, *Managing and Using Information Systems: A Strategic Approach*, John Wiley & Sons, MA. Turban, E & Volonino, L 2010, 7th edn, *Information Technology for Management: Improving Performance in the Digital Economy*, John Wiley & Sons, MA.

**Assessment:** Assignment, Spread sheet assignment, 10%. Assignment, Database assignment, 15%. Case Study, Workplace Paper, 15%. Presentation, Presentation of Workplace Paper, 10%. Examination, Final Exam, 50%.

### BCO6601 CURRENT ISSUES IN INFORMATION SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study will develop students' knowledge base and conceptual abilities in an area of information systems. The content of the unit of study will be current issues either in information systems, or some other closely related field, which is consistent with staff expertise and availability.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** 5000 word major essay, 50%; 30 minute presentation, 25%; 2000 word investigation exercise, 25%.

### BCO6603 ENTERPRISE RESOURCE PLANNING SYSTEMS

**Locations:** City Flinders, Off-shore, Litan Hall, Singapore; Ganpat University, India; ECA Sydney; BJU China; Sunway Malaysia..

**Prerequisites:** Nil.

**Description:** This unit of study investigates the use of integrated computer-based

information systems, commonly referred to as Enterprise Resource Planning systems, designed to support a large organisation's information needs. This unit considers issues associated with the analysis, design and implementation of such systems and investigates how such systems implement transaction processing, management information systems and executive information systems across an organisation's various business processes.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Develop an appreciation of the impact of Enterprise Resource Planning Systems on businesses. Understand the issues involved in the design, implementation and maintenance of Enterprise Resource Planning Systems. Develop practical skills in the use of SAP R/3 as an example of an Enterprise Resource Planning System.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or run on-line as appropriate or by a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Magal, S & Wood J 2011, *Integrated Business Processes with ERP Systems*, Wiley.

**Assessment:** Test, Class tests X 3, 25%. Essay, Minor Essay, 20%. Report, Workshop Reports, 20%. Assignment, Case Study, 35%.

### BCO6604 CUSTOMER RELATIONSHIP MANAGEMENT

**Locations:** City Flinders, Off-shore, Ganpat University, India; ECA - Sydney; BJU, China; Litan Hall, Singapore..

**Prerequisites:** Nil.

**Description:** Customer Relationship Management (CRM) embraces aspects of daily business activities that include marketing, sales and service where customers tend to be directly and regularly engaged. This subject will examine different aspects of the way that a firm can practice CRM with content potentially drawn from topics that deal with marketing and planning, campaign management, e-marketing, lead management, analytics, customer segmentation, service order support and customer processing. Both theoretical and practice content will underpin the subject with student learning being based on using a combination of computer-based exercises, case studies and industry speakers.

**Credit Points:** 12

**Learning Outcomes:** On the successful completion of the content in this unit, students should be able to:

- Demonstrate an understanding of the theoretical aspects of CRM across the main areas of sales, services and marketing.
- Demonstrate an understanding of the different areas of CRM software.
- Have the skills to be use a Web-client interface for customising, creating and initiating CRM activities.
- Have the appropriate ability to investigate, analyse, document and present the salient aspects of a CRM implementation or CRM innovation into their work place or through case-study.
- Have collaborated with other students from different backgrounds and vocations in a team environment.

**Class Contact:** Lecture/presentations: 2 hours/week Workshop: 1 hour/week

**Required Reading:** Buttle, F 2009, 2nd edn, *Customer Relationship Management : Concepts and Technology*, Butterworth-Heinemann, Oxford.

**Assessment:** Assignment, Practical Assignment, 20%. Assignment, CRM using Enterprise Systems, 25%. Presentation, CRM Systems, 30%. Test, Theory, 25%.

## BCO6610 INTERNET TECHNOLOGIES IN BUSINESS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study will aim to examine the ways that a business can use Internet technologies to improve its own business processes, find relevant business information and improve business communication. Topics include: the use of Intranets and Extranets in business. the use of the Internet for business research, and the use of the Internet for business communication.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Davison, A., Burgess, S. and Tatnall, A., 2003, Internet Technologies and Business, Data Publishing, Melbourne.

**Assessment:**Intranets in business - use of intranets for business processes, 25%; Using the Internet for business communication, 15%; Personal networks and mobile computing, 15%; Business research of the Internet, 15%; Class Test, 30%.

## BCO6615 STRATEGIC USE OF ENTERPRISE RESOURCE PLANNING SYSTEMS

**Locations:**City Flinders, Off-shore, Lithan Hall, Singapore; Ganpat University, India; ECA Sydney; BJU China..

**Prerequisites:**BCO6603 - ENTERPRISE RESOURCE PLANNING SYSTEMS

**Description:**This unit of study provides students with understanding of the strategic features of ERP systems and how these features can be utilised within an implementation. Topics include: Strategic use of ERP, CRM, Supply chain Management Optimisation, Data Warehousing, Strategic Enterprise Management, Knowledge Management and Executive Information Systems.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Develop an appreciation of the impact of IT and Enterprise wide systems on businesses.
- Examine issues associated with strategy development and implementation.
- Understand the future directions of Enterprise Wide Systems.
- Develop an awareness of the strategic value of e-business systems.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**A required reading list is provided to students online through a web-based management system.

**Assessment:**Assignment, Discussion and short essay, 25%. Assignment, Essay, 35%. Assignment, Group Presentation and long essay, 40%.

## BCO6616 BUILDING INTERNET COMMERCE SYSTEMS

**Locations:**City Flinders.

**Prerequisites:**Nil

**Description:**The unit of study will examine different business models in relation to setting up Internet sites and when it is appropriate for different types of firms to use a particular type of business model. It introduces students to the various business models that are available through the levels of Web site design, from the development of simple to sophisticated Web sites and from standardised to customised solutions.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Powell, T.A., 2002, Web Design: the complete reference, 2nd edition, Osbourne, Berkeley, CA.

**Assessment:**Practical Assignment involving Web site Construction, 50%; Case study and Presentation, 30%; Theory test, 20%.

## BCO6641 USER COMPUTING

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Rise of user computing: development of user computing, classifications of users, general issues of user computing to be faced. User environments and user needs: office and work environments. User application development: types of applications, assessment of user developed applications. Managing user computing: benefits, factors for success, concerns and fundamental decisions costing issues, planning, budgeting, staffing, resourcing, interaction with computing professionals. Supporting users: information centre, trouble shooting, controlling user computing, prompting user computing, selection of tools, software and hardware. User training: skills hierarchy, training principles, types of training, provision of training, training issues, skills versus concepts.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignments, 40%; Presentations, 30%; Final Exam, 30%.

## BCO6642 SYSTEMS DEVELOPMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to impart knowledge and develop competencies in key aspects of systems development. The major topics are drawn from: system development paradigms; requirements engineering; participatory design information technology; SAP and the development of systems; project failure; re engineering; IT implementation; quality assurance and standards; Web site design; enterprise modelling; EC strategy and the development cycle; new development technologies eg PDA's, Mobile devices; new development techniques eg XML.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignments, 100%.

## BCO6643 KNOWLEDGE ENGINEERING

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The adoption of knowledge based systems in the commercial world has given rise to a number of practical issues. Among these are, improved techniques for knowledge acquisition, design, documentation, maintenance and validation of knowledge based systems. This unit of study aims to present a practical view of the knowledge acquisition process, its methodologies and techniques in order to enable its students to develop expert system knowledge bases more effectively. Basic



concepts and terminology; sampling expert systems; identifying and tapping knowledge; conceptualising knowledge acquisition; knowledge acquisition modes, approaches, stages and process; impediments to effective knowledge acquisition; verification and validation procedures; documentation requirements.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Turban, E., 1992, Expert Systems and Applied Artificial Intelligence, Macmillan.

**Assessment:** Assignments, 100%.

### BCO6644 OBJECT ORIENTED PROGRAMMING AND DESIGN

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aim of the unit of study is to give students an understanding of advanced aspects of object oriented systems programming and design. While basic topics such as inheritance, encapsulation and polymorphism are covered, these concepts are extended and additional topics such as object oriented databases are introduced.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Assignments, 100%.

### BCO6645 INTERNETWORKING SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Data communications, fundamentals from a business perspective; networking; networking applications; local area internetworking; representative internet worked LANs; internetworking within a WAN context; internet work with bridges; routers; gateways; WAN protocols; designing and implementing an internet worked system; internet work management; future trends.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Gallo, Michael A. and Hancock, William M., 2002, Computer Communications and Networking Technologies, 1st Edition, Thomson Learning/Brooks Cole.

**Assessment:** Presentation, 10%; Test, 40%; Assignments, 50%.

### BCO6646 SYSTEMS SUPPORT PROGRAMMING

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** Overview of computer organisation, operating systems, and supporting software; interrupts and interrupt programming using low-level and high-level languages; application of assembler tools, Windows memory management and application development tools in C++; investigation of Dynamic Link Libraries and classes in an Object Oriented environment using appropriate compilers, library functions and Internet tools.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as

a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Assignments, 100%.

### BCO6653 MANAGEMENT OF INFORMATION TECHNOLOGY

**Locations:** City Flinders, Off-shore, Lithian Hall, Singapore; Ganpat University, India; ECA, Sydney; BJU, China..

**Prerequisites:** Nil.

**Description:** The aim of the unit of study is to impart knowledge and develop competencies in the management of information technology. The major topics are drawn from: a framework for the management of information technology, the strategic use of information technology, information technology planning, business continuity planning/disaster recovery planning, information technology architectures, change management and IT, investment in IT and risk management, network usage policies, organisation of IT, global aspects of IT management, eCommerce and IT management.

**Credit Points:** 12

**Learning Outcomes:** After completing this unit of study students should be able to:

- analyse and understand current research and development in information technology management;
- apply relevant methods and techniques to better manage information resources;
- critically review academic and practitioner publications, present the evaluations and lead group discussions on the evaluations;
- plan, prepare and compose a substantial research paper on a designated topic.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Pearson, KE & Saunders, CS 2010, 4th edn, Managing and Using Information Systems: A Strategic Approach, John Wiley & Sons, Hoboken, NJ, USA.

**Assessment:** Assignment, Literature analysis and current practice report and presentation., 40%. Assignment, Literature analysis and manager interview report and presentation., 60%.

### BCO6654 DATABASE DESIGN

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** A selection of the following topics within a data warehouse development content will be examined. Advanced data modelling concepts; database design methodology; distributed database concepts; databases and parallel processing; physical design; database performance issues; CASE impact on database design.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Test, 30%; Assignments, 70%.

### BCO6656 INFORMATION TECHNOLOGY PROJECT MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit aims to give Information Systems and Management students an appreciation of the importance of a thorough understanding of contemporary project management techniques, both technical and human. It concentrates on both the management of IT projects and the use of computer software in the management of these and other projects. It also aims to show how knowledge of the appropriate application of such skills is becoming vital to Information Systems professionals and managers in the performance of their many functions in an organisation.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Demonstrate an understanding of the basic principles and concepts of project management.
- Explain the utility of project management techniques in the development and implementation of information systems projects.
- Evaluate how human interactions, both with other humans and with technology, can affect the management of projects.
- Present project details, issues and status effectively by the use of project management software.
- Explain why projects sometimes fail, and demonstrate how failure can be reduced by application of effective techniques of risk assessment, management of conflict, change management and cost control.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the unit. Schwalbe, K 2010, 6th edn, Information Technology Project Management, Course Technology, Boston, MA. Tatnall, A 2008, 2nd edn, A Guide to Microsoft Project, Data Publishing, Melbourne.

**Assessment:** Assignment, Project Charter, 10%. Assignment, Project Planning, 20%. Assignment, Project Control, 10%. Presentation, Seminar Paper Presentation, 15%. Exercise, Syndicate Exercises, 15%. Test, Short Answer, 30%.

## BCO6658 INTERNET COMMERCE

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study will introduce students to the many facets of Internet Commerce and its business related issues. Business systems and processes have changed considerably in the face of the evolving computer and communication technologies, especially the Internet and the World Wide Web. Topics include:- an overview of internet commerce (electronic commerce); business case for internets; extranets and intranets; electronic marketplace technologies, internet commerce models; elements of a successful electronic business; electronic payment systems; security; legal, tax and ethical issues; supply and value chain management; customer relationship management; enterprise resource planning; knowledge management; E-business management issues; E-business design.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Turban, E., King, D., Lee, J. and Viehland, D., 2004, Electronic Commerce A Managerial Perspective, Prentice Hall International, New Jersey.

**Assessment:** Assignments and class presentations, 60%; Final examination, 40%.

## BCO6659 DATABASE TRANSACTION SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide students with the knowledge and skills to develop online database applications in a client server environment. Topics include: Procedural SQL programming to be used in trigger creation; transaction management involving concurrency and recovery issues; building online transaction systems using forms and triggers.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Morris-Murphy, L., 2003, Oracle9i: SQL, Thomson Course Technology, Canada.

**Assessment:** Class assignment, 70%; tests, 30%.

## BCO6670 ENTERPRISE NETWORK SYSTEMS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to give students a broad insight into the network technologies and their wider use within and outside a business environment. Topics include: Role of Enterprise Networking Systems (ENS) in contemporary business practice and technologies; role of the Internet for Business applications; principles of basic telecommunications necessary for ENS understanding; The Local area network (LAN) as a fundamental component of ENS; The Wide Area Network (WAN) as a fundamental component of ENS; inter-networking technologies used in ENS; advanced client-server models for ENS; web based technologies and standards; ENS management, ENS design.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Goldman, J.E., 2001, Applied Data Communications-A Business Oriented Approach, 3rd edn, Wiley, New York.

**Assessment:** Class assignments and tests, 30%; Final examination, 70%.

## BCO6671 INFORMATION SYSTEMS RESEARCH AND WRITING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to give students an opportunity to develop a research design, perform critical analysis and present the result of an investigation in a formal manner. Specific topics include role of research in decision making, primary and secondary information sources, research methods and techniques, reviewing source material, research design, data collection and analysis techniques, methods of critical analysis, writing and presentation styles and techniques.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Ticehurst, G. W. and Veal, A. J., 2000, Business Research Methods: A Managerial Approach, Pearson Education, Frenchs Forest, NSW.

**Assessment:** Research Proposal, 85%; Seminar Presentation, 15%.

## BCO6672 THE INFORMATION SYSTEMS PROFESSIONAL

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide students: 1) with an overview of the requirements and skills for professional and ethical behaviour as an ICT professional 2) opportunities to develop and apply ICT, communication and management skills and competencies within a variety of professional scenarios. 3) To critically evaluate contemporary issues relevant to an ICT professional. Topics include: Professional and ethical codes of conduct, the role and importance of professional standards organisations, business processes (eg negotiation, procurement and tendering), professional competencies (eg risk analysis, feasibility studies and quality assurance) and contemporary issues (eg security, privacy, internet censorship, workplace surveillance and digital intellectual property).

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit students should be able to: critically analyse scenarios of ICT use and clearly identify the issues, consequences and alternative views; apply ethical principles to case situations of ICT use; understand the role of IT professionals and their interactions with users of information and the wider community; understand, debate and practice the requirements and skills for responsible and ethical membership of the Information Technology profession; understand the issues and requirements of ethical compliance as an information professional; understand the legal and legislative requirements for IT professional practice; understand the role played by IT and IT professionals in achieving business goals in contemporary organizations; understand the organisational dynamics and role of an information professional within the business environment; prepare, present and evaluate a business plan; and demonstrate professional skills in business processes such as negotiation.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Latest Available Textbook-Students to be advised.

**Assessment:** Assignments and class presentations, 60%; Final examination and tests, 40%.

### BCO6673 USABILITY DESIGN FOR E-BUSINESS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to address the issues of usability and consequent user satisfaction in the design of web sites and other e-business interfaces. It will introduce students to design issues relating to web and electronic commerce sites and provide guidelines on how to design and test for usability and functionality. Many of the concepts covered will apply to the general design principles for effective user interfaces for information systems. Topics include: The principles behind designing for human factors; human factors in relation to information systems; elements of an information system impacted by human factors; approaches to usability testing; how to investigate and evaluate user needs; how to determine the audience of a system; usability testing and its importance in the development of electronic business systems; constructing a usability test and interpreting the results; the place of usability testing in the development process; user-centred design approaches; how to implement and evaluate the results of a usability test; cultural and socio-economic factors in relation to the design, testing and implementation of effective user interfaces for systems; legal and ethical issues in relation to the design, testing and implementation of effective user interfaces for systems.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Vredenburg, K., Isensee, S. and Righi, C., 2002, User-Centred Design: an integrated approach, Prentice-Hall, USA.

**Assessment:** Assignments consisting of a combination of case studies, papers, practical work and oral presentations, 60%; Final examination, 40%.

### BCO6674 MOBILE INTERFACES

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Topics include an overview of Mobile Interface Design, Mobile Interface Design and Business Processes, Usability testing, design standards, multi-modal input, emerging mobile applications, mobile devices as extension of the senses, interface design on the social impact of mobile communication, mobile interface to web services.

**Credit Points:** 12

**Learning Outcomes:** After completing this subject students will have gained an understanding and importance of the role on mobile interface design on the usability of mobile computing devices. Students will also have an understanding of the importance that this new paradigm shift will play in EAI solutions in the future. Student will have gained skills in: Designing and implementing interfaces for mobile devices; Separating interface design from business processes; Usability testing for mobile interfaces; Implementation of Mobile Design Standards; Accessing Web Services through mobile interfaces.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by the lecturer.

**Assessment:** Assignments, 70%; Examination, 30%.

### BCO6675 SECURITY MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Security fundamentals, Security layers and vulnerabilities - social, legal, physical, application, technical and system. Ethical and Legal issues. Privacy. Soft and hard security techniques. Security technologies and practices. Managing systems security. Computer and network use policies. Identifying security requirement. Network vulnerability assessment, and target analysis and control. The underlying principles of secure network management; Intrusion Detection, Security Baselines, Cryptography, Physical Security, Disaster Recovery and Business Continuity, Computer Forensics.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised.

**Assessment:** Assignments, 80%; Class Exercises, 20%.

### BCO6676 BUSINESS INTELLIGENCE SYSTEMS

**Locations:** City Flinders, Off-shore, Ganpat University, India..

**Prerequisites:** Nil.

**Description:** The unit of study will utilise a data warehouse system to enable students to develop the skills for the design and implementation of business intelligence systems. The content will include: Conceptual modelling techniques, data extraction techniques, data transformation, info cube design, query and report design, performance considerations, security and authorisations, data warehouse management.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Introduction to SAP's BW

**Assessment:**Assignments, 60%; Examination, 40%.

### BCO6677 XML FOR INFORMATION SYSTEMS INTEGRATION

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The foundations of XML including syntax, the XML information set, XML schemas, XML navigation and XML transformation. The use of XML in programming using DOM, SAX and schema based programming. The use of XML in formatting objects for presentation (XSL). The use of XML in modelling, binding and querying data. The use of XML in communication (SOAP).

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by the lecturer.

**Assessment:**Assignments, 50%; Project, 50%.

### BCO6678 IMPLEMENTING INFORMATION SYSTEMS CHANGE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study will enable students to develop the skills for the design and implementation of information systems strategy. The content will include: Business and IS strategy, Strategy methodologies, Critical success factors, Role of change management, training and documentation, end user support mechanisms.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignments, 80%; Examination, 20%.

### BCO6679 WEB SERVICES

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Topics include An overview of Web Services and the Web Services technology stack, Simple Object Access Protocol (SOAP) and other protocols, Web Services Definition Language (WSDL), Universal Description Discovery and Integration (UDDI), Process Business Execution Language for Web Services (PBEL4WS), EAI and Web services.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by the lecturer.

**Assessment:**Assignments, 70%; Examination, 30%.

### BCO7700 MINOR THESIS (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Students are required to complete a research thesis of approximately

15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:**36

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Seminar, 15%; Written thesis (or product solution), 85%. Students are required to present one one-hour seminar on their research work.

### BCO7701 MINOR THESIS (PART TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Students are required to complete a research thesis of approximately 15,000 words. The topic chosen will be an area of pure or applied research supported by the School of Information Systems. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:**18

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 18 credit points per semester.

**Required Reading:**To be advised.

**Assessment:**Written thesis, 85%; Seminar presentation, 15%. Students are required to present one one-hour seminar on their research work.

### BCO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:**Dissertation thesis, 100%.

### BCO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:**Dissertation thesis, 100%.

### BCO8002 PHD RESEARCH (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business.

**Credit Points:**48

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:**Research thesis (or product solution); 100%.

### BCO8003 PHD RESEARCH (PART TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business.

**Credit Points:**24

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:**Research thesis (or product solution); 100%.

### BCO8610 MANAGEMENT INFORMATION SYSTEMS 1

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**An introduction to the effective management, design, implementation and use of information technology. Develop a better understanding of the concept of information and how it can be managed, and investigate how information technology can be used to assist in managing information. Examination of fundamental concepts and tools used in the development of computer-based systems designed to satisfy the information needs of management, and to gain experience in some elements of systems development. Introduction to suitable computer based books to assist with problem solving and decision-making.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Case studies and practical assignments, 50%; Examination, 50%.

### BCO8612 ISSUES IN MANAGEMENT INFORMATION SYSTEMS RESEARCH

**Locations:**City Flinders.

**Prerequisites:**BCO8610 - MANAGEMENT INFORMATION SYSTEMS 1

**Description:**A review of information systems and identification of aspects that warrant exploration and development. An overview of current or possible research topics and an investigation of relevant current issues in information systems.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Case Studies and continuous assessment, 50%; Examinations, 50%.

### BCO9800 RESEARCH THESIS (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

**Credit Points:**48

**Assessment:**Research thesis (or product solution), 100%.

### BCO9801 RESEARCH THESIS (PART TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Preparation towards the submission of a thesis required for the completion of a research degree. Students enrol in the same unit of study for the duration of the course.

**Credit Points:**24

**Assessment:**Research thesis (or product solution), 100%.

### BCP8002 PHD (RESEARCH) (FULL TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Learning Outcomes:-**

**Required Reading:**References will depend on the research to be undertaken.

**Assessment:**Research thesis, 100%.

### BCP8003 PHD (RESEARCH) (PART-TIME)

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Assessment:**Research thesis, 100%.

## BEO3201 DISTRIBUTION MANAGEMENT AND OPERATIONS

**Locations:**Werribee, Footscray Park, City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with an understanding of a full range of storage and handling decisions that firms are required to take as various goods and services make their way from the points of origin or manufacture to the points of consumption, both globally and in local markets. Depending on the nature of the product being distributed and the channels of distribution being utilised, students will learn that the different types of warehouse design including, facility sizing, financial type, configuration, space layout, dock design, material handling system and stock layout. To provide participants with an understanding of the operational factors and concepts that enable organisations to deliver reliable and cost effective service to their customers. Topics include: major components of the distribution functions, the inter-relationship between these components, and the importance to the organisation of an integrated logistics management system that drives the distribution function, in terms of being able to optimise all elements of trade.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study will enable students to understand: the principles of customer service and customer order processing; the role and function of warehousing and distribution within the logistics model and process; the principles of location and design of distribution of distribution facilities, associated storage and equipment; the principles of planning and scheduling warehouses, distribution centres and distribution channels; the use of standards, tracking devices and performance measurements in distribution; awareness of HR issues in warehouse operations.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**K. Ackerman, 2000, Warehousing Profitably, Ackerman Publications, Columbus, OH.

**Assessment:**Assignment, 30%, 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

## BEO3202 SUPPLY PRINCIPLES

**Locations:**Werribee, Footscray Park, City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an understanding of the operational importance of procurement, for the strategic supply of goods and services to business organisations - topics include: strategic procurement; steps in the buying process, matching supply with demand, buying at the right price, e-procurement, sourcing and managing suppliers, outsourcing, supplier relationships, contracts and negotiation.

**Credit Points:**12

**Learning Outcomes:**Through an analysis of supply chain systems, students will develop an awareness of the importance of good relationships with suppliers of goods and services; understand the various approaches in managing the relationship with suppliers; understand the structure and uses of total cost, value for money and value/cost analysis. Students will also develop an integrated understanding of the purchasing function, drawing on the many disciplines - from ethics and human resources to supply, sourcing and strategy - that all contribute to a full knowledge of

purchasing practice and techniques. Students will also gain an international perspective on global sourcing and supply chain management and logistics.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lysons & Farrington (2006) 7th Purchasing & Supply Chain Management Prentice Hall

**Assessment:**Assignment, Individual Assignment, 20%. Case Study, Group Exercise, 30%. Tutorial Participation, Oral Presentation, 10%. Examination, Final Examination, 40%.

## BEO3203 SUPPLY AND VALUE NETWORKS

**Locations:**Werribee, Footscray Park, City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil

**Description:**The unit of study aims to provide an understanding of the business supply networks that surround an organisation on a global basis and the considerations required in the design and structure of the network. Topics include: global business and the structure of supply networks; industrial and support capacity and its relationship to demand and supply; behaviour through power and relationships through ownership, control and influence in supply networks; uncertainty and risk in supply networks; improving business outcomes in the supply network through revenue management and strategic alliances; design and costs of supply networks.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students will gain an understanding of the structure of supply networks and the roles that various logistics service providers have in the success of a principal organisation; also the effects of capacity constraints, behaviour and uncertainty on the operation of the network.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Christopher, M., 2005, Logistics and Supply Chain Management-Creating Value-Adding Networks, 3/e, Prentice-Hall.

**Assessment:**Assignment, 30%, 3000 words; Case study, 20%; Tutorial Exercises, 10%; Final examination, 40%.

## BEO3418 GLOBAL TRANSPORT ECONOMICS

**Locations:**Werribee.

**Prerequisites:**BEO1105 Economic Principles.

**Description:**This unit of study introduces the application of theory to the analysis of operations, policies and challenges in the transport sector. This analysis is carried out against a background of the importance to an economy of a highly developed transport sector. Issues explored will centre on the transport of goods and people at both national and international levels. Topics include: regulation of the transport sector, with an emphasis on international movement of goods; structure of transport sector, pricing of transport services; transport reform, interaction between transport sector and the rest of the economy; economics of different transport modes.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lich, Herbert G. (1997). Transport Systems RMIT Press  
**Assessment:**Assignments x 2 worth 30% each, 60%; Final examination, 40%.

### **BE03419 AIRFREIGHT ECONOMICS**

**Locations:**Werribee.

**Prerequisites:**BE01105 - ECONOMIC PRINCIPLES

**Description:**The unit of study introduces the principles of airfreight economics both in the domestic and international sector. Students will be exposed to the different challenges faced by services providers, such as freight forwarders and ground services, as well as passenger carriers. Topics include: industry and government regulations; an analysis of Australian and international airfreight systems; analysis of the role of freight forwarders and ground services; elements of airfreight and passenger transportation; warehousing and material handling; costing of airfreight and passenger transport; government initiatives and competitive passenger airline systems.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**O'Connor, W.E., 2000, An Introduction to Airline Economics, Sixth Edition, Greenwood Publishing Group Incorporated, Westport. Doganis, R., 2000, The airline business in the 21st century, Routledge, London.

**Assessment:**Assignment, 40%; Test, 20%; Final examination, 40%.

### **BE04123 GLOBAL LOGISTICS**

**Locations:**Werribee, City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with the skills to control strategically the logistics function in the context of the globalisation of business. In addition, the unit of study aims to enable students to master a range of domestic and international logistics challenges. Students will be exposed to a strategic perspective of supply chain management appropriate to firms in different stages of development and operating in various types of industries. Topics include: analysis of Australian and international supply chain systems; development of competitive logistics strategies; analysis of the role of intermediaries and vendor development methods; channel structure and control including conflict resolution; influence of product and promotional mix on the costs and efficiencies of logistics; elements of transportation, warehousing, inventory control and material handling; role of logistics for successful entry in local and international markets.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Christopher, M., Logistics and Supply Chain Management, 3rd edn, Prentice-Hall.

**Assessment:**Assignments, 60%; Final examination, 40%.

### **BE04572 LOGISTICS**

**Locations:**Werribee, City Flinders.

**Prerequisites:**BE03201 - DISTRIBUTION MANAGEMENT AND OPERATIONS

**Description:**The unit of study aims to provide students with the skills to control strategically the logistics function in the context of the globalisation of business. In addition, the unit of study aims to enable students to master a range of domestic

and international logistics challenges. Students will be exposed to a strategic perspective of supply chain management appropriate to firms in different stages of development and operating in various types of industries. Topics include: analysis of Australian and international supply chain systems; development of competitive logistics strategies; analysis of the role of intermediaries and vendor development methods; channel structure and control including conflict resolution; influence of product and promotional mix on the costs and efficiencies of logistics; elements of transportation, warehousing, inventory control and material handling; role of logistics for successful entry in local and international markets.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Gilmour, P., 1996, Logistics Management - An Australian Framework, Longman, Australia.

**Assessment:**Test on software tools, 10%; Test on best practice logistics, 15%; Major case study, 35%; Final examination, 40%.

### **BE05305 INTERNATIONAL SUPPLY CHAIN STRUCTURE**

**Locations:**City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study provides students with an appreciation of the role of logistics in achieving a competitive edge for firms in international business and an understanding of logistic variables in different countries and industries. Topics include: thoughts on global logistics, influence of trade pacts in defining global logistics; customer service; global logistics and physical distribution; role of third party logistics in international business; international distribution practices across companies; logistic support for international market entry; export processes; influence of global logistics on corporate profit; and planning, control and audit of global logistics in international decision environments.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students should be able to:

- Appreciate the critical role of logistics in international business.
- Understand the complexity of global supply chains and their processes.
- Understand how to integrate logistics with marketing channel structures.
- Recognize areas where the performance of distribution logistics can be improved.
- Understand how to apply information flow to improve operational efficiency of the movement of goods and services.
- Be able to define customer service and recognize the importance of the customer service function to the marketing and Logistics effort of the firm.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Bowersox, DJ, Closs, DJ & Cooper, MB 2010, 3rd edn, Supply Chain Logistics Management, McGraw-Hill, Irwin, New York.

**Assessment:**Other, Written Issue Paper, 40%. Presentation, Class Case Presentation, 10%. Examination, Final Examination, 50%.

## BEO5306 SUPPLY NETWORKS AND LOGISTICS STRATEGY

**Locations:**City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil

**Description:**The unit of study aims to provide an understanding of the supply network that surround an organisation on a global basis; the considerations required in the design and structure of the network and the influence that has in the design of an organisation's logistics strategy. Topics include: global business and the structure of supply networks; industrial and support capacity and its relationship to demand and supply; behaviour through power and relationships through ownership, control and influence in supply networks; uncertainty and risk in supply networks; improving business outcomes in the supply network through revenue management and strategic alliances; design and costs of supply networks; development of a logistics strategy for an organisation; Asia Pacific supply networks and particular challenges within this geographical area.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, students will gain an understanding of the structure of supply networks and the roles that various logistics service providers have in the business cycle of their client organisation. Particular focus will be given to the corporate Asia Pacific supply networks and their systems and behaviours.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Christopher, M., 2005, Logistics & Supply Chain Management: creating value-adding networks, 3e, Prentice Hall.

**Assessment:**Assessment will be a combination of 2 x assignments (3,000 words) @ 30% each = 60%, or 2 x test (1 hour) @ 30% each plus a final assessment = 40%.

## BEO5307 GLOBAL PROCUREMENT

**Locations:**City Flinders, Liaoning-China, Sunway-Malaysia..

**Prerequisites:**Nil

**Description:**This unit of study aims to enhance student's understanding of the operational importance of procurement, across geographical boundaries, for the strategic acquisition of goods and services by business organisations.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand and appreciate a range of functions that make up the modern procurement process, the importance they have in the supply chain, and how they have evolved over time.
- Produce a well structured and balanced individual report, on a purchasing-related topic, based upon the reading of established academic opinion.
- As a member of a small team, produce a professional case study report based on experiences gained during an industry site visit, linking those experiences with theory learnt in the classroom.
- Work with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode

as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Monczka, RM, Handfield, RB, Giunipero, L, Patterson, JL 2009, 4th edn, Purchasing and Supply Chain Management, South Western Cengage Learning.

**Assessment:**Literature Review, Report, 20%. Case Study, Group Case Study/Report, 40%. Presentation, Group Presentation, 10%. Test, 1 Hour Class Test, 30%.

## BEO5321 PORT AND TERMINAL ECONOMICS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the students to the economics of ports and terminals and their efficient usage, taking into consideration government regulations and policies. Topics include: an overview of the Australian waterfront sector, the shipping and airline sectors, security and regulatory compliance, elements of warehousing, storage systems, stevedoring, principles of effective international multimodalism, technological and commercial challenges in the global environment for integrated operators.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**LAAMS Publications, 1999, Bureau of Transport and Regional Economics 2002, 1999-2000, Australian Sea Freight.

**Assessment:**Assignments, 60%; Final examination, 40%.

## BEO5322 COMMERCIAL SHIPPING ECONOMICS

**Locations:**Werribee, Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the students to concepts of the commercial shipping industry in relation to transport and trade, the logistics chain and multimodal transport. Topics include: an overview of the Australian shipping regulations and compliance challenges, storage and stowage of cargo, pricing shipping services, yield management, international supply and demand for shipping services.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Brodie, P.R., 1999, Commercial Shipping Handbook, LLP.

**Assessment:**Assignments, 60%; Final examination, 40%.

## BEO5323 GLOBAL AVIATION ECONOMICS

**Locations:**Werribee, Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the students to concepts of the aviation industry in relation to trade and the transport of passengers and cargo, the logistics chain and multimodal transport. Topics include: an overview of the international and Australian aviation regulations and compliance challenges, storage and stowage of cargo, pricing of airline services for both passenger and cargo, yield management, international supply and demand for airline services.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Ashford, N., Stanton, H.M. and Moore, C.A., 1991, Airport



Operations, Pitman. Fawcett, P., 2000, Managing Passenger Logistics: the comprehensive guide to people and transport, Kogan Page.

**Assessment:**Assignments, 60%; Final examination, 40%.

### **BEO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Assessment:**Dissertation thesis, 100%.

### **BEO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 8 X 24 credit points.

**Assessment:**Dissertation thesis, 100%.

### **BGP6513 BUSINESS RESEARCH METHODS**

**Locations:**City Flinders, SIC-Singapore, Sunway-Malaysia, Jiaotong-China, AHC-Bangladesh..

**Prerequisites:**Nil.

**Description:**The unit of study aim is to equip students with an understanding of Business Research Methods in order to equip them with the necessary skills for completion of their minor thesis. On completion of the unit of study, students would be able to be more conversant with the major principles involved in planning and executing research projects, conceptualise a research problem and contextualise it within a body of theory, operationalise concepts to test theoretical conceptualisations, have knowledge in developing and/or selecting appropriate measurement instruments for data collection, know various procedures in collection and analysis of data and acquire skills in report writing and dissemination of findings.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as

a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer

**Assessment:**Examination, 40%; Research methods project report, 40%; Class Participation, 10%; Class presentation, 10%.

### **BGP7700 THESIS (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**36

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on a panel examination of the final thesis submission, 100%.

### **BGP7701 THESIS (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The minor thesis provides students with the opportunity to apply practical business situations, the technical skills, competencies and insights developed through the MBA program. The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review the relevant theoretical and practical literature on the topic area. However, in addition to being methodologically sound, the thesis must be of material benefit to business professionals in a relevant or professional area. All students who enter the program will initially discuss possible research topics with a member of staff and with the course Director. The completed thesis should comprise a write-up of approximately 12,000 words of publishable quality. The thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**18

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on a panel examination of the final thesis submission, 100%.

### **BGP7702 MBA MAJOR PROJECT (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be

approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**36

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.

### **BGP7703 MBA MAJOR PROJECT (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The major project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A major project is equivalent to four units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**18

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.

### **BGP7704 MBA MINOR PROJECT (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects

must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**24

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on progress reports and assessment of final report by two appointed examiners. 100%.

### **BGP7705 MBA MINOR PROJECT (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**BGP6513 - BUSINESS RESEARCH METHODS

**Description:**The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. A minor project is equivalent to two units of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**12

**Required Reading:**To be advised by lecturer.

**Assessment:**Pass/fail based on progress reports and assessment of final report by two appointed examiners, 100%.

### **BGP7706 MBA MINOR PROJECT (PART-TIME)**

**Locations:**City Flinders, Off-shore, BJU China, Sunway College KL Malaysia, Stansfield College Singapore..

**Prerequisites:**BMO6630 - BUSINESS RESEARCH METHODS

**Description:**The minor project provides students with the opportunity, either individually or in teams of not more than four, to apply acquired skills, competencies and expertise to an approved consultancy based task. Proposals for projects will normally be developed in conjunction with the unit of study Business Research Methods and may or may not be sponsored by, and directly related to specific industrial, commercial or public sector management requirements. Teams will only be approved according to the size and complexity of the task and the competencies required for a successful outcome. The proposed contributions of each team member must be clearly designated before the project is approved and, at the conclusion, capable of being individually assessed. This minor project is equivalent to one unit of study per individual student and the time requirements, data collection and analysis, research, literature reviews, presentations, reports, etc. must reflect a comparable workload and level of expertise required of MBA students. All proposals for projects must be approved by an MBA Faculty panel before a student is permitted to enrol in the unit of study. The project is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**12

**Learning Outcomes:**The aims of this unit are to apply academic knowledge in a practical way within a research project that could lead to business innovations or potential entrepreneurship development. The research should include at least three of but is not limited to the following areas:

- analysis and anticipation of user or business needs;
- business scenario development and business case studies;
- the study of existing business practices and solutions;
- innovative business models development.

On completion of the unit, students should be able to:

- gain knowledge in systematically identifying user or business needs;
- appreciate existing solutions such as technology, process and tools in the study field of choice;
- demonstrate an understanding of the links between entrepreneurship and innovation; and
- develop comprehensive knowledge, skills and competencies in the area of study towards business solutions or entrepreneurship.

**Class Contact:**Students are supervised through research projects by an academic member of staff. Scheduled meetings between students and supervisors occur on a weekly basis for the duration of the project.

**Required Reading:**A comprehensive list of readings will be provided to students to support project preparation.

**Assessment:**Pass/fail based on progress reports and assessment of final report by two appointed examiners, 100%. Project, Minor Project, 100%.

### **BGP8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Required Reading:**To be advised by lecturer.

**Assessment:**Dissertation thesis, 100%.

### **BGP8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Required Reading:**To be advised by lecturer.

**Assessment:**Dissertation thesis, 100%.

### **BGP8002 PHD RESEARCH (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master's degree; or a four-year bachelor's degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University's master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master's candidate may transfer into a PhD program provided that the Committee approves a recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular discipline, equally comparable with an original PhD proposal - not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Learning Outcomes:-**

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is 48 credit points per semester.

**Required Reading:**To be advised by supervisor.

**Assessment:**Research thesis, 100%.

### **BGP8003 PHD RESEARCH (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**A person may be admitted to the degree of Doctor of Philosophy in Business who is recommended by the Faculty of Business and Law Research and Graduate Studies Committee providing that she/he has: a master's degree; or a four-year bachelor's degree with honours or honours degree with a superior performance (normally first class or 2A honours level or equivalent, such as a postgraduate diploma which is an extension of the discipline contained in the

undergraduate qualifications) of a kind and in a discipline as determined by the Faculty of Business and Law Director of Research and Graduate Studies; or qualified for entry into the University's master by thesis program, duly enrolled and shown exceptional ability in the conduct of the first stages of the project which is clearly capable of being extended to PhD level. In such cases a master's candidate may transfer into a PhD program provided that the Committee approves a recommendation of the Faculty of Business and Law Research and Graduate Studies Committee to that effect. The proposed or continuing project must be a significant one, expected to produce an original contribution to the particular discipline, equally comparable with an original PhD proposal - not an hypothesis extended beyond a master by thesis by time and/or additional work. Proposal for redefinition of a program should not be considered before some reasonably definable point of progress of a master by thesis program has been reached; or an alternative and exceptional background together with an unqualified recommendation from the Faculty of Business and Law Research and Graduate Studies Committee which justifies special consideration by the Committee. For admission to a PhD program a student must provide evidence of a background in research methodology. Content of the unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Learning Outcomes:-**

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by supervisor.

**Assessment:**Research thesis, 100%.

### **BGP8004 MASTER OF BUSINESS BY THESIS (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**A person may be admitted to the degree of Master of Business by Thesis who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

**Credit Points:**48

**Required Reading:**To be advised by supervisor.

**Assessment:**Thesis, 100%.

### **BGP8005 MASTER OF BUSINESS BY THESIS (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**A person may be admitted to the degree of Master of Business by Thesis

who is recommended for admission by the Faculty of Business and Law Research and Graduate Studies Committee and who has: qualified for a first degree of the University (or such other degree as the Faculty may deem equivalent for this purpose) at a standard considered by the Faculty to be sufficiently meritorious; or qualified for any other award judged by the Faculty to be of relevant character and appropriate standard; and has produced evidence of professional experience through which he/she has developed his/her applied knowledge of the relevant field of study, such as satisfies the Faculty that he/she has the capacity to undertake study for the degree of master; and fulfilled any other conditions relating to prerequisite study which the Faculty may have imposed in respect of his/her admission.

**Credit Points:**24

**Required Reading:**To be advised by the supervisor

**Assessment:**Thesis, 100%.

### **BGP8016 INTERNATIONAL BUSINESS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The International Business unit of study is intended to be a challenging advanced management course for the doctoral candidates. The unit will consider the process and effect of internationalization in contemporary business, along with theories, concepts and skills relevant to managing in today's global environment. You will be challenged to integrate knowledge and adopt a critical perspective to international business. The unit requires engagement in active research, critical evaluation and analytical problem solving related to managing in the international environment.

**Credit Points:**16

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- recognise, develop and demonstrate professional understanding of current thinking in issues associated with international business;
- execute critical thinking skills, including identifying and solving complex research problems, creating new strategies and applying in-depth knowledge, reflection and evaluation;
- critically evaluate, synthesise and apply complex disparate issues from the literature, including creating new knowledge and presenting findings clearly and succinctly in written and oral presentations; and
- communicate complex theoretical issues and ideas, using specialised and appropriate language and demonstrating control and authority in the use of a broad range of genres.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**A comprehensive list of readings will be provided at the beginning of the unit. Cavusgil, T, Knight, G, Riesenberger, J, Rammal, H G & Freeman, S 2011, International Business: the New Realities, Pearson, Australia.

**Assessment:**Other, Written: research topic, 5%. Presentation, Class Presentation, 5%. Literature Review, Review Report, 40%. Examination, Final Exam, 50%.

### **BGP8017 STRATEGY AND INNOVATION**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Managers use strategic decision making to find innovative ways to provide established products and services, to clarify conflicting priorities and evaluate

new opportunities, streamline and focus marketing efforts and transform the business into a vessel for achieving business goals. The unit of study is designed to examine current issues associated with key facets of strategy and innovation. This includes business strategy, the strategy decision making process, information systems support, approaches to innovation adoption and information systems as an innovation in the business.

**Credit Points:** 16

**Learning Outcomes:** The objective of this unit is for students to gain knowledge and awareness of what is involved in strategic decision making and innovation adoption, and to develop critical thinking, problem solving, technical and communication skills through an examination of: Business strategy; The strategic decision making process; How information systems can support strategic decision making; and Approaches to innovation adoption.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** To be advised by the lecturer.

**Assessment:** Presentation, Individual and group research projects and presentations, 50%. Examination, Examination, 50%.

### BGP8018 CONTEMPORARY BUSINESS RESEARCH

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study introduces students to concepts and procedures associated with sources of knowledge. In particular it considers empiricism, which attempts to describe, explain and make predictions based on observations of the real world. It will deal with the collection of valid and appropriate data relevant to specific research questions, and will explore, at an advanced level, a range of qualitative and quantitative methodologies.

**Credit Points:** 16

**Learning Outcomes:** On Completion of this unit students should be able to: Produce a written critique at a professional level of a published article from the literature relating to business research; Present a written critique demonstrating authority in the use of the material and using specialised and appropriate language, with a particular emphasis upon the methodology of a published article; Produce an annotated bibliography, demonstrating a broad range of references, for a listed research topic; and Critically evaluate a broad range of appropriate business research methodologies.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the unit. Veal, J 2005, Pearson, Business Research Methods a Managerial Approach, Australia.

**Assessment:** Presentation, Oral Presentation, 25%. Other, Written Critique, 25%. Literature Review, Review, report, and poster presentation, 50%.

### BGP8019 RESEARCH PROPOSAL PREPARATION AND WRITING

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study introduces students to the issues involved in the production of research in applied fields of business administration. It will enhance knowledge, personal skills and competencies in conducting research in the broad industrial settings. The unit will address conceptualisation of research problems, theoretical formulation and contextualisation, problems and pitfalls in research

development, Meta-analysis of past research, operationalisation of research problems to test hypotheses, measurement and levels of measurement, procedures for data collection, analysis and presentation, report writing, and dissemination of research findings. It is an activity based unit of study that includes the production of a research proposal.

**Credit Points:** 16

**Learning Outcomes:** On Completion of this unit students should be able to:

- Develop appropriate aims and objectives for a business research proposal;
- Produce a literature review to develop research aims for a specifically defined thesis topic;
- Use specialised and appropriate language to articulate the significance and contribution of the research project;
- Formulate appropriate research methodology and data collection procedures to address the research aims;
- Demonstrate professional understanding of the ethical considerations inherent in the conduct of business research;
- Prepare a DBA research candidature proposal which addresses each of the key elements of the research process within the guidelines of the Faculty of Business and Law.

**Class Contact:** Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the semester. Creswell, J 2009, 3rd edn, Research Design: Qualitative, Quantitative and Mixed Methods Approaches, Sage, Thousand Oaks.

**Assessment:** Report, Preliminary research proposal - written report, 15%. Report, Updated research proposal - written report, 10%. Report, Final candidature proposal - written report, 40%. Presentation, Peer presentation, 25%. Other, Tutorial participation, 10%.

### BGP8020 PERFORMANCE MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aim of this unit is to introduce principles and methods of performance management in business as a scientific study and application of knowledge concerning the measurement of performance and its use in guiding managerial decision making.

**Credit Points:** 16

**Learning Outcomes:** On completion of this unit of study students will be able to:

- Prepare a presentation of a published article from the literature on performance management using a broad range of related articles.
- Lead a discussion demonstrating authority about a published article.
- Apply critical thinking skills to identify and solve a broad range of complex problems, create new strategies and draw on in-depth knowledge, reflection and evaluation when undertaking research.
- Synthesize and communicate complex theoretical issues and ideas using appropriate and specialised language on a broad range of topics.
- Synthesize and apply current thinking in issues associated with performance management.

- Critically evaluate the quality of research in various topics concerning performance management.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**A comprehensive list of required readings will be provided at the commencement of the unit.

**Assessment:**Test, Short Answer Test, 15%. Presentation, Performance Management Topic Presentation, 15%. Test, Short Answer Test, 15%. Other, Presentation and Full Critical Review, 55%.

## BGP8022 CORPORATE GOVERNANCE AND SOCIAL RESPONSIBILITY

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Corporate responsibility, management control and organisational governance is considered from socio-cultural, legal and organisational perspectives. Societal and institutional pressures for corporate responsibility are examined, and the relationship between ownership and management is analysed. Students explore both the theory and organisational mechanisms of good corporate governance and socially responsible business behaviour. Areas of study include principles of corporate governance, duties of directors, stakeholder theory and issues of audit and accountability.

**Credit Points:**16

**Learning Outcomes:**The objective of this unit is for students to:

- Understand sources of societal and institutional pressure on organisational functioning;
- Appreciate competing perspectives on corporate responsibilities;
- Demonstrate knowledge of the principles of corporate governance and understand the roles, duties, responsibilities and functions of boards, members and officers;
- Evaluate various governance models and understand their applicability in a range of organisations and sectors;
- Develop robust organisational approaches to corporate governance challenges and societal imperatives on organisational activities.

**Class Contact:**Equivalent to three hours per week delivered as lectures, tutorials, workshops or integrated seminars or a delivery mode approved by the Faculty of Business and Law.

**Required Reading:**Current academic and practitioner-focused readings provided by the lecturer as a book of readings.

**Assessment:**Assignment, Case-based research assignment, 40%. Presentation, Seminar presentation, 10%. Examination, Examination, 50%.

## BGP9002 DBA RESEARCH PROJECT A

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.

**Credit Points:**96

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research project report will undergo preliminary assessment by

examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words.

## BGP9003 DBA RESEARCH PROJECT B

**Locations:**City Flinders.

**Prerequisites:**Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:**Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration.

**Credit Points:**96

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project B and Research Project A will be submitted for final examination together with a covering report to three external examiners. Research Project B should be approximately 25,000 words.

## BGP9005 DBA RESEARCH PAPER A

**Locations:**City Flinders.

**Prerequisites:**Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:**The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.

**Credit Points:**64

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper A should be approximately 15,000 words.

## BGP9006 DBA RESEARCH PAPER B

**Locations:**City Flinders.

**Prerequisites:**Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:**The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem.

**Credit Points:**64

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper B should be approximately 15,000 words.

## BGP9007 DBA RESEARCH PAPER C

**Locations:**City Flinders, SIC-Singapore, Jiaotong-China, Sunway-Malaysia..

**Prerequisites:**Students must satisfy admission requirements for the DBA and must have completed all requirements of the DBA coursework component.

**Description:**The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem

**Credit Points:**64

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research paper will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A and Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Research Paper C should be approximately 15,000 words.

### **BGP9010 DBA RESEARCH PROJECTS (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study comprises of 2 research projects, Projects A and B, which together form the one unit of study taken over 4 semesters for full time students and 8 semesters for part time students. Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration. Students must successfully complete both projects to receive credit for this unit of study.

**Credit Points:**48

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Demonstrate familiarity and confidence in conducting research and communicating research outcomes at a level acceptable to academic peer review;
- Integrate and apply the skills and knowledge gained in the course while conducting independent research projects;
- Carry out, under supervision, previously drafted research projects;
- Demonstrate familiarity with the principal scholarly literature/s relating to the project topic;
- Demonstrate a capacity to synthesise a range of conceptual and empirical materials and draw appropriate conclusions; and
- Demonstrate enhanced capacity to articulate and organise ideas in a sustained written composition in order to produce a coherent thesis of publishable standard.

**Class Contact:**Students are required to maintain regular contact with their supervisor over the two year period of full time or equivalent part time enrolment.

**Required Reading:**To be advised by the supervisor.

**Assessment:**The Research Project Report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Each Research Project should be approximately 25,000 words. Project, Research Projects A and B, 100%.

### **BGP9012 DBA RESEARCH PROJECTS (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study comprises of 2 research projects, Projects A and B, which together form the one unit of study taken over 4 semesters for full time students and 8 semesters for part time students. Students under supervision are expected to analyse and report on data or information collected during the research phase, and to explore the implications of the study for theory and practice in some aspect of business administration. Students must successfully complete both projects

to receive credit for this unit of study.

**Credit Points:**24

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Demonstrate familiarity and confidence in conducting research and communicating research outcomes at a level acceptable to academic peer review;
- Integrate and apply the skills and knowledge gained in the course while conducting independent research projects;
- Carry out, under supervision, previously drafted research projects;
- Demonstrate familiarity with the principal scholarly literature/s relating to the project topic;
- Demonstrate a capacity to synthesise a range of conceptual and empirical materials and draw appropriate conclusions; and
- Demonstrate enhanced capacity to articulate and organise ideas in a sustained written composition in order to produce a coherent thesis of publishable standard.

**Class Contact:**Students are required to maintain regular contact with their supervisor over the two year period of full time or equivalent part time enrolment.

**Required Reading:**To be advised by the supervisor.

**Assessment:**The research project report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Project A and Research Project B will be submitted for final examination together with a covering report to three external examiners. Research Project A should be approximately 25,000 words. Project, Research Projects A and B, 100%.

### **BGP9014 DBA RESEARCH PAPERS (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study comprises of 3 research papers, Papers A, B and C, which together form the one unit of study taken over 4 semesters for full time students and 8 semesters for part time students. The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem. Students must successfully complete all 3 research papers to receive credit for this unit of study.

**Credit Points:**48

**Learning Outcomes:**On successful completion of this unit, students are expected to be able to:

- Demonstrate familiarity and confidence in conducting research and communicating research outcomes at a level acceptable to academic peer review;
- Integrate and apply the skills and knowledge gained in the course while preparing a series of research papers;
- Demonstrate familiarity with the principal scholarly literature/s relating to the paper topics;
- Demonstrate a capacity to synthesise a range of conceptual and empirical materials and draw appropriate conclusions; and

- Demonstrate enhanced capacity to articulate and organise ideas in a sustained written composition in order to produce a series of research papers of publishable standard.

**Class Contact:** Students are required to maintain regular contact with their supervisor over the two year period of full time or equivalent part time enrolment.

**Required Reading:** To be advised by the supervisor.

**Assessment:** The Research Papers Report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A, Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Each Research Paper should be approximately 15,000 words. Research Paper, Research Papers A, B and C, 100%.

### BGP9017 DBA RESEARCH PAPERS (PART TIME)

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study comprises of 3 research papers, Papers A, B and C, which together form the one unit of study taken over 4 semesters for full time students and 8 semesters for part time students. The paper will report on independently conducted research that demonstrates the student's ability to clearly define and conclude a business problem. Students must successfully complete all 3 research papers to receive credit for this unit of study.

**Credit Points:** 24

**Learning Outcomes:** On successful completion of this unit, students are expected to be able to:

- Demonstrate familiarity and confidence in conducting research and communicating research outcomes at a level acceptable to academic peer review;
- Integrate and apply the skills and knowledge gained in the course while preparing a series of research papers;
- Demonstrate familiarity with the principal scholarly literature/s relating to the paper topics;
- Demonstrate a capacity to synthesise a range of conceptual and empirical materials and draw appropriate conclusions; and
- Demonstrate enhanced capacity to articulate and organise ideas in a sustained written composition in order to produce a series of research papers of publishable standard.

**Class Contact:** Students are required to maintain regular contact with their supervisor over the two year period of full time or equivalent part time enrolment.

**Required Reading:** To be advised by the supervisor.

**Assessment:** The Research Papers Report will undergo preliminary assessment by examiners in the Faculty of Business and Law. Research Paper A, Research Paper B and Research Paper C will be submitted for final examination together with a covering report to three external examiners. Each Research Paper should be approximately 15,000 words. Research Paper, Research Papers A, B and C, 100%.

### BMO1102 MANAGEMENT AND ORGANISATION BEHAVIOUR

**Locations:** Footscray Park, City Flinders, Sunway-KL Malaysia; Sunway-JB Malaysia, CUHK-Hong Kong, ECA Sydney; Australian College of Kuwait..

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are to provide students with an understanding of organisational behaviour and management theory; to assess

critically the underlying values of these theories; to assess critically the utility and application of the management practices informed by these theories in the Australian context; and to analyse critically the values of Australian managers concerning behaviour in organisations and to evaluate the effectiveness of these assumptions. This unit of study includes the following topics: overview of the development of organisation/management theory; analysis of scientific management, human relations theory; individual behaviour/perception, personality, learning, motivation; group behaviour: group dynamics, conflict resolution, leadership, concentrating on Australian case studies and incorporating a consideration of issues of gender, ethnicity and age; applications of management/organisation theory in Australia; communication processes, and quality of working life.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- critically analyse management practices in the Australasian context;
- understand organisational behaviour and management theory;
- critically analyse the underlying values of these theories;
- demonstrate knowledge of management theories and evaluate their impact on practical management decision making in the Australasian context; and
- develop skills and knowledge with regard to individual and group behaviour in the context of organisations and their environment.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and a two hour tutorial every second week respectively.

**Required Reading:** Williams, C & McWilliams, A 2010, MGMT, Asia Pacific Edition Cengage Learning, Melbourne.

**Assessment:** Other, Ongoing assessment tasks including online tasks, essay and written report, 50%. Examination, 3 hour Final Examination, 50%.

### BMO1110 MANAGING KNOWLEDGE

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide students with an understanding of the significance of knowledge within organisations. The topics included are: information and knowledge, sources and forms of knowledge, organisational memory and learning, developing knowledge systems, documenting knowledge, documents in electronic environments, knowledge management tools, aligning knowledge management and business strategy, culture and change, selling and measuring knowledge management, and using knowledge for competitive advantage.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students should be able to: Demonstrate understanding of the significance of the knowledge within organisations. Contrast and compare the tools and strategies that can be used to manage knowledge. Critically analyse knowledge management practices.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the semester.

**Assessment:** Essay, Written assessment 1500 words, 15%. Report, Written report 2000 words, 25%. Presentation, Group Presentation, 15%. Examination, Final Exam, 45%.



## BMO1192 BUSINESS COMMUNICATION

**Locations:** Werribee, Footscray Park, Stansfield College (Singapore) (previously SIC) ECA (Sydney).

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are to develop an understanding of the principles of effective business communication and to develop and integrate oral and written communication skills so as to enhance organisational communication ability. This unit of study includes the following topics: How is business communication relevant?; communication systems within organisations; the structure and organisation of business documents; the problem solving approach to effective communication; logic and reasoning in organisational communication; improving communication competence; the process of writing; oral presentations, improving listening skills, design and editing; academic writing and referencing; non-verbal communication; teams, meetings and collaborative writing; intercultural communication.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students will be able to:

- understand and apply the principles of oral and written business communication;
- deliver well-structured business-style presentations;
- evaluate the extent of interpersonal skills in their application across cultures;
- reflect upon and construct strategies for improving communication skills.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as a two-hour workshop and one hour of tutorials. Unit of study equal to 12 credit points.

**Required Reading:** McKenna, B, Thomas, G, Waddell, N & Barry, M 2007, 2nd edn, Corporate Communication: Effective Techniques for Business, Thomson, South Melbourne, Vic.

**Assessment:** Exercise, Online reflective evaluation, 15%. Test, Class test, 20%. Other, Formatted report using software functions, 10%. Presentation, Class presentation, 15%. Examination, Final Exam, 40%.

## BMO2100 INTRODUCTION TO SMALL ENTERPRISE

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study aims to inform and challenge students to develop the knowledge and skills required to form a better understanding of the small enterprise sector. Topics include an overview of small business in Australia; the relationship between small business and economic development; the characteristics of an entrepreneur; causes of small business success and failure, and sources of assistance for small enterprise operators.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Outline the characteristics of small business in Australia;
- Describe the issues facing small business in the current market circumstances;
- Discuss issues relating to small business success and failure;
- Describe the benefits that small business brings to an economy; and
- Identify and describe the support services available to small business.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Peacock, R. W. (2004) 2nd Edition Understanding Small Business: Practice, Theory and Research Bookshelf Pubnet

**Assessment:** Other, Internal Assessment, 50%. Examination, Final Exam, 50%.

## BMO2181 OPERATIONS MANAGEMENT

**Locations:** Footscray Park, City Flinders, Liaoning University, China. Australian College of Kuwait..

**Prerequisites:** Nil.

**Description:** The aim of this unit of study is to enable business graduates to coordinate the operations functions effectively. This requires an understanding of both the activities involved in the operations function and the decision making techniques needed to control it. This unit of study includes the following topics: definition of operations function in manufacturing and service industries; the planning and control of the operations process; application of analytical methods and techniques to production.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to demonstrate:

- An overall appreciation of the operations function and its management in manufacturing and service industries and their supply channels;
- Insight into integration of the operations function with supply chain partners & business functions; and
- A practical grounding in the planning and running of the production, logistics and service systems.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Heizer, J and Render, B 2011, 10th Ed, Operations Management, Prentice-Hall, USA. Campbell, G 2001, 2nd Ed, The Little Black Book, Victoria University, Melbourne.

**Assessment:** Assignment, Individual X 3, 15%. Presentation, Group, 10%. Report, Group, 25%. Examination, 2 hour exam, 50%.

## BMO2182 ENTREPRENEURIAL BUSINESS MANAGEMENT

**Locations:** Footscray Park.

**Prerequisites:** BMO2100 - INTRODUCTION TO SMALL ENTERPRISE

**Description:** This unit of study considers the application of management studies to the small enterprise sector. Topics include comparative business structures; characteristics of small business owner managers; employee relations and training issues in small firms; business planning; and technology and small enterprise management.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of the unit, students should be able to:

- Outline management theory in relation to an entrepreneurial enterprise.
- Describe the nature and organisation of an entrepreneurial enterprise.
- Demonstrate the skills required by managers when operation an entrepreneurial enterprise.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Schaper, M, Volery, T 2007, Entrepreneurship and Small Business, John Wiley, Milton, QLD.

**Assessment:**Assignment, Group Research & Industry Visit, 20%. Assignment, Group Report, 30%. Examination, 2 hour exam, 50%.

## BMO2183 ENTREPRENEURIAL BUSINESS ISSUES

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**This unit of study aims to introduce students to a deeper understanding of a range of issues important to the success of entrepreneurial business. Topics include opportunity recognition; business planning; innovative marketing; entrepreneurial management issue and franchising.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Recognise an entrepreneurial opportunity
- Prepare a business plan
- Understand entrepreneurial management issues and franchising

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**A current reading list will be provided at the commencement of the unit.

**Assessment:**Group assignment 1 - 20%, Group assignment 2 - 30%, Exam 50%  
Assignment, Group, 20%. Assignment, Group, 30%. Examination, 2 hour exam, 50%.

## BMO2201 DISTRIBUTION MANAGEMENT

**Locations:**City Flinders, Off-shore, Liaoning University - China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**Management of the distribution of goods is important in all manufacturing and many service organisations. Distribution is a critical component of supply chain strategy which leads to customer satisfaction and competitive advantage. Hence a degree in logistics and supply chain management must include a sound knowledge of the various aspects of product distribution and the operation of warehouses. This unit of study will enable students to understand the operations of distribution centres within product supply chains from theoretical and practical viewpoints. Students study the ways in which distribution centres link with various modes of transport and provide service to specific sets of customers. Students should understand the various workings of distribution including information systems, inventory control and human resource requirements.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Appreciate the critical role of distribution in managing supply chains.
- Understand channels of distribution, their main participants and their relative importance.

- Understand how the distribution function provides the key link between manufacturers and suppliers on the inbound side and retail and other customers on the outbound side.
- Recognise the functions of a distribution centre and the design features which cater for specific types of products.
- Define customer service and recognise the importance of the customer service function to the marketing and logistics efforts of the firm.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Coyl, JJ, Langley, CJ, Gibson, BJ, Novack, RA & Bardi EJ 2008 8th edn, Supply Chain Management: A Logistics Perspective, South-Western, Cengage Learning, Australia.

**Assessment:**Report, Major Assignment, 35%. Presentation, Group Presentation, 15%. Examination, Final Examination, 50%.

## BMO2202 PURCHASING AND SUPPLY MANAGEMENT

**Locations:**Werribee, Footscray Park, City Flinders, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an understanding of the operational importance of procurement, for the strategic supply of goods and services to business organisations.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand and appreciate a range of functions that make up the modern procurement processes, the importance they have in the supply chain, and how they have evolved over time.
- Produce a well structured and balanced individual report, on a purchasing-related topic, based upon the reading of established academic opinion.
- As a member of a small team, produce a professional case study report based on experiences gained during an industry site visit, linking those experiences with theory learnt in the classroom.
- Work with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

Additionally, students should also:

- Understand the concepts of strategic thinking, formulation, analysis, management and implementation and how they apply to purchasing.
- Discuss the mechanisms available for matching supply and customer demand with consideration to final purchase price and cost agreements.
- Explain the process behind sourcing suppliers - selection, certification and assessment.
- Define supplier relationships and their importance to successful purchasing.
- Highlight a best practice approach to outsourcing and outsourcing methodologies.

- Discuss the various definitions and dimensions of quality and why quality is important to operations and supply chains.
- Examine the different approaches taken for purchasing different product types.
- Highlight the importance of contracts and identify the activities carried out during different stages of negotiation.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lysons, K & Farrington B 2006, Purchasing & Supply Chain Management, Prentice Hall, England.

**Assessment:**Literature Review, Individual Assignment, 20%. Case Study, Group Exercise, 30%. Presentation, Group Presentation, 10%. Examination, Final Examination, 40%.

### BMO2203 E-SUPPLY CHAIN MANAGEMENT

**Locations:**City Flinders, Off-shore, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an understanding of the practice, and technological issues, behind how modern global supply networks share information. Topics covered include; Barcoding, RFID, ERP, eBusiness and Operation Performance Measurement.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand and appreciate the importance of value chains and the influence that electronic business has on them.
- Produce a well-structured and balanced individual report, on a value network-related topic, based upon the reading of established academic opinion.
- As a member of a small team, produce a professional case study report based on experiences gained during an industry site visit, linking those experiences with theory learnt in the classroom.
- Work with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

Additionally, students should also:

- Appreciate the critical role information plays in modern business operations.
- Identify the technology behind modern supply chains.
- Participate in a live ERP demonstration.
- Understand the significance of supply chain relationships, how they are formed, maintained, and evaluated.
- Appreciate the importance of understanding operational performance and measurement for supply chains.
- Recognise the value in measuring supply chain performance.
- Understand the purpose, advantages and disadvantages, and steps for supply chain simulation modelling.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Due to the extremely contemporary nature of this unit of study there are no single prescribed texts available to cover all topics. All materials necessary to complete the unit will be provided in class and via web-based content management system.

**Assessment:**Literature Review, Individual, 20%. Case Study, Group Case Study, 30%. Presentation, Group Presentation, 10%. Examination, Final Exam, 40%.

### BMO2271 ORGANISATIONS

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**This unit of study examines the practices and functioning of organisations at micro levels, with an emphasis on how the individual interacts and impinges on such organisational settings. It is designed specifically to provide students with practical skills and a better understanding of themselves as people which will enable them to be more effective managers. The topics covered in this unit of study include: personality, social perception, group dynamics, motivation and the management of personal behaviour such as stress management, conflict negotiation and career management strategies.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Shermerhorn, J.R., Hunt, J.G. and Osborn, R.N., 1994, Managing Organisational Behaviour, 6th edn, Wiley, New York.

**Assessment:**Major assignment, 35%; Presentation, 15%; Final examination, 50%.

### BMO2281 DESIGN OF THE PRODUCTIVE SYSTEM

**Locations:**Footscray Park.

**Prerequisites:**BMO2184 Operations Support Systems

**Description:**The aim of this unit of study is to familiarise students with the tools and techniques currently employed to aid manufacturers in a wide variety of production processes. This unit includes the following topics: computer integrated manufacturing (CIM), in various industries; future trends; development and obstacles to the implementation of CIM; fundamental concepts in applying CIM to manufacturing and its automation; the role of CAD/CAM, group technology; process planning; robotics; materials requiring planning and inventory control in CIM; planning, implementation and management of CIM; the use of flexible manufacturing systems; design of value engineering and quality into production; concepts of value and definition of requirements via specifications and definition of requirements via specifications and documentation; product and development evaluation, including safety, efficiency and reliability testing.

**Credit Points:**12

**Class Contact:**Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules: or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Chase, R.B., & Aquilano, N.J., 1998, Production and Operations Management, Irwin, USA.

**Assessment:**Assignments and case study, 30%; laboratory work, 20%; Final examination, 50%.

## BMO2300 CAREER PLANNING AND DEVELOPMENT

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study provides students with essential background knowledge in order to inform their career development. It takes a dual focus, examining at the individual level career development theory in the context of the career choices people make, and their involvement in work, while at the social level it examines the way work has developed and will change in the future. Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the Graduate labour market. Topics include: history and sociology of work; forecast future trends in the nature of work; career development theory; self awareness; understanding change in the context of transition to work; organisational versus professional loyalty; career decision making; career strategic planning; politics, culture and legislation of work and advanced job seeking skills.

**Credit Points:**12

**Learning Outcomes:**Students will identify their current interests, values and abilities and identify strategies they need to develop their life and work goals. This will equip them with mechanisms to effectively deal with entry into the graduate labour market.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Frehse, W., 2003, *Manage your own Career*, Pearson Education, Australia.

**Assessment:**Group presentations, 20%; Employer research and Sample job application, 30%; Career Strategic Plan and workshop exercises, 50%.

## BMO2354 CONFERENCES AND MEETINGS MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**The aims of the unit of study are to develop understanding and competencies related to the principles and processes required to effectively plan, manage and evaluate conferences and meetings. This unit includes the following topics: principles and practices of planning processes; planning, conducting, managing and evaluating conferences; planning, conducting, managing and evaluating meetings.

**Credit Points:**12

**Learning Outcomes:**On successful completion of the unit, students should be able to:

- demonstrate an understanding of the planning process;
- demonstrate an understanding of the principles and processes involved in planning, conducting and evaluating conferences and meetings;
- demonstrate expert competencies in order to effectively plan, conduct and evaluate conferences and meetings; and
- professionally carry out a conference project in a syndicate group.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Cases and readings to be advised by lecturer.

**Assessment:**Class assignments, 60%; Final examination 40%.

## BMO2403 MANAGEMENT STRATEGY FOR ELECTRONIC COMMERCE

**Locations:**Werribee, Footscray Park, CUHK-Hong Kong..

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**To study theories and models of organisational strategy, policy and decision making relating to electronic commerce and to assess critically their value to an organisation and its stakeholders and to develop knowledge, personal skills and competencies in the development of relationships between organisations utilising electronic commerce. Topics and Skills Explored:E-business and organizational strategy; E-business strategy, practices and impact; Managing e-business innovations; Managing internal and external relationships and e-leadership; Managing e-business information and knowledge; Economics of e-business, the Internet and the World Wide Web; Core competencies and capabilities in e-business; Managing change and culture in e-business; Technical aspects of e-business; E-business governance; Ethics of E-Business; making the investment decision; strategy implementation: managing change; the development of network firms: developing trust and collaborative practices; management of issues for electronic commerce: risk analysis, contingency planning, codes of practice, employee training and the development of standards; global trends and future directions in the management of electronic commerce.

**Credit Points:**12

**Learning Outcomes:**Students will gain an understanding of how to strategically plan and manage the e-commerce business initiative in an organization by: Understanding the perspectives and business uses of e-commerce; Identifying appropriate e-business models; Defining and formulating the e-business strategy; Understanding the implications for the organization and staff; Developing and implementing strategies for managing information and knowledge; Transforming external relationships; Formation of strategic business networks and virtual organizations; and Identifying e-commerce governance and value for the organization.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Canzer, Brahm, *e-Business - Strategic Thinking and Practice*, Second Edition, Houghton Mifflin Company, Boston, MA, USA, 2006.

**Assessment:**Research assignment (individual), 20%; Research assignment (group), 20%; Assignment (individual), 10%; Final examination, 50%.

## BMO3100 THE ENTERPRISE PROJECT

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study aims to build on the business skills developed during the course to date and apply them in a small enterprise context. Topics include developing enterprise skills of problem solving, communication and networking; development of research skills; undertaking project management and report writing.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to:

- Generate and use creative ideas and processes;
- Identify and assess opportunities;
- Seek information and advice;
- Negotiate and influence;
- Deal with power and authority;
- Develop a PowerPoint presentation;

- Present a report outlining a piece of business research; and
- Demonstrate their ability to work as a member of a team.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Allen, K.R. (2006) 4th Edition Launching New Ventures: An Entrepreneurial Approach Houghton Mifflin, New York Campbell, G. (2001) The Little Black Book Victoria University of Technology Peacock, R. (2004) Understanding Small Business: Practice, Theory and Research Scarman Publishing, Adelaide Schaper, M. and Volery, T. (2004) Entrepreneurship and Small Business: A Pacific Rim Perspective Wiley Timmons, J.A. and Spinelli, S. (2004) New Venture Creation: Entrepreneurship for the 21st Century McGraw Hill, Boston

**Assessment:**Other, Internal Assessment, 100%.

### BMO3123 INTEGRATED SUPPLY CHAIN MANAGEMENT

**Locations:**City Flinders, Off-shore, Liaoning University, China; Sunway, Malaysia..

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with the skills to control strategically the logistics function in the context of the globalisation of business. In addition, the unit of study aims to enable students to master a range of domestic and international logistics challenges. Students will be exposed to a strategic perspective of supply chain management appropriate to firms in different stages of development and operating in various types of industries.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand the contribution of an efficient logistics operation to a firm's profitability.
- Analyse the benefits that can accrue to a firm's competitiveness in a global market for applying effective logistics strategies.
- Determine the total costs and cost trade-offs in a logistics system from a static and dynamic perspective.
- Analyse logistics systems in a global context to meet different objectives.
- Identify factors that may suggest a need to redesign a logistics supply chain network.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Coyle, JJ, Langley, CJ, Gibson, DJ, Novack, RA & Bardi, EJ 2008 8th edn, Supply Chain Management: A Logistics Perspective, South-Western Cengage Learning, Australia.

**Assessment:**Report, Major Assignment, 35%. Case Study, Group Presentation, 15%. Examination, Final Examination, 50%.

### BMO3220 HUMAN RESOURCE MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**Human resource management introduces the principal activities which make up the human resource function in organisations and examines the links

between effective people management and overall organisational effectiveness. This unit of study includes the following topics: HRM in Australia; ethical and legal foundations of HRM; workforce planning, job analysis and design; staffing the workplace; performance development and review, and performance management systems; rewards management and employee health and safety.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Explain the role of human resource (HR) managers and their part in achieving organisational goals.
- Demonstrate an understanding of the principal activities that make up the HR function.
- Explain how the role of the HR manager is being affected by corporate needs, legislation and employee demands.
- Explain the link between effective management of human resources and overall organisational effectiveness.
- Demonstrate enhanced personal knowledge skills and competencies that contribute to the effective management of people within organisations.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Nankervis, A, Compton, R, Baird, M & Coffey, J 2011, 7th edn, Human Resource Management: Strategy and Practice, Cengage Learning, South Melbourne.

**Assessment:**Literature Review, Critique literature articles, 15%. Presentation, Oral presentation, 10%. Report, Research report, 35%. Examination, Final Exam, 40%.

### BMO3292 BUSINESS ETHICS

**Locations:**Footscray Park, Off-shore, The Australian College of Kuwait..

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**Improving ethical standards and learning how to make appropriate ethical judgements in different contexts is a critical aspect of business practice in today's increasingly complex and globalised social and economic environment. Students will be involved in a number of activities that address ethical issues associated with business practice. They will evaluate questions of business responsibility in relation to globalisation, corporate social responsibility, stakeholders, and the ethics of environmental sustainability that characterise business situations

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit, students will be able to:

- Demonstrate an understanding of business ethics in organisations, including basic knowledge of ethical theories.
- Identify and describe ethical theories and frameworks to address ethical problems arising in business situations.
- Understand the consequences of unethical conduct.
- Reflect critically on current issues to business ethics and apply relevant frameworks of analysis to ethical decision making.
- Explain, evaluate and apply business ethics theories and concepts to current issues.

- Practice and develop generic skills (graduate capabilities) of problem solving, communication and work in an environmentally, socially and culturally responsible manner.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as combined three hour lectures and tutorials, workshop or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**A series of readings, journals and web sites will be supplied from leading scholarly journals, reference materials, links to audio visual materials via University LMS, policy documents and reports relating to both the Australian and the global context.

**Assessment:** Case Study, Group case presentation., 25%. Report, Group research report., 25%. Journal, Individual reflective journal, 15%. Annotated Bibliography, Individual literature review and presentation, 35%.

### BMO3319 ASIAN BUSINESS ENVIRONMENT

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**This unit of study aims to provide an introduction to the study of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia's north. These themes have become the unit of study of numerous reports by Australian government Schools, by consultants and international banks and organisations. Familiarity with the issues emerging in this literature will be valuable to graduates employed in either a business or a governmental context. The unit of study aims to add to students' ability to anticipate and adapt to changes in Australia's international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinational in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management-Confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Corbett, D.C., *Managing in Australia's Region*, draft VUT, Australia.

**Assessment:**Test, 20%; Assignment, 30%; Examination, 50%.

### BMO3320 INTERPERSONAL AND ORGANISATIONAL NEGOTIATION

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR  
BMO1102 Management and Organisation Behaviour.

**Description:**The aims of this unit of study are to introduce the application of experiential learning to the teaching of interpersonal and organisational negotiation; to provide a theoretical framework linking communication and negotiation in groups and organisations and to develop students' skills in negotiation in these contexts. The unit of study includes the following topics: the role of a negotiator; negotiation theory, conflict and bargaining power; communication skills; preparing to negotiate; negotiating tactics; role of the third party in negotiations; negotiation skills training; critical issues in negotiation exercises and international negotiation models.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit students should be able to: understand

the theoretical basis of the negotiation process; understand a theoretical framework linking - the group and the organisation as communication and negotiation systems; appreciate the experiential teaching mode as a powerful way of learning about interpersonal and group communication and negotiation; apply various approaches to organisational negotiation; and have developed some understanding of the negotiation process in International situations.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Required reading Lewicki, R.J., Barry, B. & Saunders, D.M. 2007 *4th Essentials of Negotiation USA*, McGraw Hill Irwin Prepared by the subject Coordinator BMO 3320 Readings and Exercise Handbook

**Assessment:**Seminar presentation, 20%; Group assignment, 30%; Final examination, 50%.

### BMO3321 INTERNATIONAL HUMAN RESOURCE MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**BMO3220 - HUMAN RESOURCE MANAGEMENT

**Description:**International Human Resource Management (IHRM) is a new and rapidly changing area of specialist and generalist practice. It is also a lively and growing academic subject having links with many different disciplines including economics, international business, strategy, communications, political science and public policy. The origins of IHRM can be traced back to the growth of international business operations and the development of multinational enterprises (MNEs) with their formal and informal approaches to staffing, personnel administration and personnel management. The unit covers topics: an introduction to the major differences between domestic and international HRM; cultural, social and ethical issues for international HRM; the possible linkages between International HRM and business strategy; International HRM planning, policies and procedures; international relations and evaluation of host country environments; international recruitment and selection; international strategic compensation and reward systems; international training and development of employee capabilities; maintaining the employment relationship within international operations.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students should be able to: understand and define the purposes and scope of international human resource management (IHRM) describe and explain the differences between domestic and international HRM assess the impact of cultural differences on the management of people in multinational organisations and to examine the impact of global conditions on the strategic management of human resources in the context of overseas subsidiaries, acquisitions and joint ventures identify the possible linkages between International HRM and business strategy, and critically analyse International HRM functions and process in various international settings define and explain the theories which guide the policies, processes and procedures of International HRM.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Dowling, PJ, Festing, M & Engle, AD 2012, 6th edn, *International Human Resource Management: Managing People in a Multinational Context*, Cengage Learning. South-Melbourne VIC.

**Assessment:**Assignment, Individual Report, 15%. Presentation, Group Presentation and Report (workplace assessment), 25%. Tutorial Participation, Student participation in tutorial activities, 10%. Examination, Final Exam, 50%.

## BMO3323 EMPLOYEE RELATIONS MANAGEMENT

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**The subject aims to make students aware of employee relations issues, mainly in the Australian context. It includes an overview of the economic, legal and social elements of the employment relationship. This especially involves understanding the parties, their relationships with the industrial environment, the impact of legislation and the nature of dispute settlement.

**Credit Points:**12

**Learning Outcomes:**By the end of this unit of study students will:

- Be able to apply ideas, concepts and theories to analyse employee relations in Australia
- Have an understanding of the parties, processes and rules of Australian employee relations; and
- Critically evaluate contemporary developments in employee relations management.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Bray, M, Waring, P & Cooper R 2011, *Employment Relations: Theory and Practice*, McGraw Hill, NSW.

**Assessment:**Essay, 2000 words, 25%. Exercise, Participation in enterprise bargaining role play 15% and reflective exercise 10%, 25%. Examination, Final Exam, 50%.

## BMO3324 CONSULTING AND COUNSELLING

**Locations:**Footscray Park, Sunbury.

**Prerequisites:**BMO3220 - HUMAN RESOURCE MANAGEMENT

**Description:**The aims of this unit of study are to enhance students' understanding of workplace interpersonal relationships and communication skills; to provide students with an understanding of the theory and practice of interviewing especially their interview types, purposes and aims; to enable a student to develop knowledge and skills with regard to the interviewing and counselling processes at the individual, group and organisational level; and to assess critically the role of consulting, interviewing and counselling activities in organisations. This unit of study includes the following topics: the importance of interviewing for human resource managers; consulting and counselling as specific forms of interviewing; interview interpersonal and assertiveness skills; intercultural communication; the counselling and consulting roles of the human resource manager; confidentiality and ethics.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Book of Readings.

**Assessment:**Class presentation, 20%; Journal, 20%; Video role play, 20%; Final examination, 40%.

## BMO3325 HUMAN RESOURCES MANAGEMENT EVALUATION

**Locations:**Footscray Park.

**Prerequisites:**BMO3220 - HUMAN RESOURCE MANAGEMENT

**Description:**The Human Resource Management function has to be able to demonstrate that it adds value to the organisation that it is a part of. This subject provides the framework by which Human Resource Management practitioners are

able to evaluate the degree to which their initiatives add value to an organisation and aid the strategic planning of human capital for the organisation. The aims of this unit of study are to enhance students' understanding of the influences of external and internal organisational environments in shaping the strategic provision of the human resource function; to enable students to critically evaluate human resource applications for effectiveness and efficiency; to develop students' competencies and skills to match training and development techniques, methods and technology with learning styles of an audience so as to maximise learning transfer; and to enable students to determine and evaluate the output of human resource development programs so as to demonstrate their usefulness to an organisation. This unit of study includes the following topics: the strategic planning approach to human resource functions within organisations; designing human resource programs that are sensitive to political, physical, cultural and cognitive-behavioural considerations; linking training to audience learning styles based on a clear understanding of training techniques, philosophies and technologies; determine cost-benefit analysis of internal versus external provision; and manage and evaluate the human resource function with a detailed understanding of methodical and pragmatic considerations.

**Credit Points:**12

**Learning Outcomes:**On completion of the course students should be able to: understand the effects of internal and external organisational environment on the human resource function; apply those understandings to the design of effective human resource programs that are sensitive to political, physical, cultural and cognitive-behavioural considerations; develop the tools to critically evaluate effective outcomes of developmental programs based on a clear understanding of training techniques, philosophies and technologies; determine the cost-benefit of internal versus external provision; and demonstrate the ability to strategically plan and evaluate the human resource function with a detailed understanding of methodical and pragmatic considerations.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Fitz-enz, J & Davidson, B 2002, 3rd edn, *How to Measure Human Resource Management*, McGraw-Hill, NY. Reading block prepared by Unit Coordinator Readings in Human Resource Management Evaluation

**Assessment:**Test, Class test, 10%. Presentation, Group tutorial presentation, 10%. Report, Group workplace report, 30%. Examination, Final 3 hour exam, 50%.

## BMO3326 PUBLIC ADMINISTRATION

**Locations:**Footscray Park.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**The aims of this unit of study are to provide an introduction to public sector management and an understanding of the theory and practice of public administration in Australia and to explore the complexities facing a public sector manager. The unit of study includes the following topics: the Westminster system; Australia's three levels of government, federal, state and local government; public policy; political parties and pressure groups; framework for managing in the public sector; change, efficiency, effectiveness and accountability in the public sector within the context of contemporary issues.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Summers, J., Woodward, D. & Parkin, A. [eds] 2001,

Government, Politics, Power and Policy in Australia, Pearson, Australia.  
**Assessment:** Research assignment and presentation, 50%; Final examination, 50%.

### **BMO3327 ORGANISATIONAL CHANGE AND DEVELOPMENT**

**Locations:** Footscray Park, The Australian College of Kuwait..

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** In this unit students will develop approaches to, and methods of, change and development that foster organisational responsiveness to the rapidly changing and competitive environment. The aim of this unit is to provide you with a clear understanding of some key changes necessary for organisations to bring about sustainable ways of operating and functioning and the issues underlying these. Understanding organisational change will help you imagine how organisations will continue to change over the next decades, and how this might affect employees, organisations and the community

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

- Identify and describe key issues affecting change processes in organisations.
- Analyse and compare the effects of change drivers in relation to change strategies.
- Explain, evaluate and apply the theories, principles and concepts of change in organisations.
- Present learning/findings in individual and team based formats to a wide variety of audiences.
- Develop and create an exhibition event to present findings.
- Practice and develop key generic skills of critical thinking, teamwork, communication and work in an environmentally responsible manner.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as a combined three hour lecture and tutorial, workshop, modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Dunphy, D, Griffiths, R & Benn, S 2007, 2nd edn, Organisational change for corporate sustainability, Routledge, London & New York.

**Assessment:** Journal, Individual written journal., 15%. Literature Review, Literature review and presentation, 35%. Report, Case study and written report, 25%. Presentation, Case study presentation, 25%.

### **BMO3328 HEALTH AND SAFETY MANAGEMENT**

**Locations:** Footscray Park.

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** The unit of study aims to develop students' understanding of the nature of health and safety at work, and management strategies to minimise injury and disease in the workplace. The role of management, government and trade unions in addressing health and safety is also critically assessed. Topics include the incidence and nature of occupational illness; interdisciplinary perspectives on occupational health and safety; theories of injury causal; occupational stress; working hours, precarious employment and emerging OHS issues; regulation and trade unions in OHS; management systems and employee empowerment; preventive strategies; workers' compensation and rehabilitation practices.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Bohle, P. & Quinlan, M., 2000, Managing Occupational Health and Safety: A Multidisciplinary Approach, Macmillan, South Melbourne.

**Assessment:** Case study analysis, 50%; Final examination, 50%.

### **BMO3329 MANAGING THE HEALTHY WORKPLACE**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The subject aims to examine the research evidence and human resource practices around creating safe and health workplaces that focus on well-being of the workforce, and link to productivity, creativity and sustainability. Topics will explore physical health and well-being, at the workplace, stress, morale, positive organisational behaviour, preventative health, occupational health, safety and well-being programs. Finally, program evaluation models will be covered so that students are aware of how to critically appraise and implement health and well-being initiatives.

**Credit Points:** 12

**Learning Outcomes:** By the end of this unit of study students will:

- Describe models and evidence relating the importance of a safe and healthy workplace leading to well-being at work.
- Demonstrate understanding of the policy and frameworks supporting health, safety and well-being at work.
- Critically analyse initiatives designed to improve health, safety and well-being at work.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** A series of readings will be supplied sourced from leading scholarly journals, reference materials, legal and policy documents and reports relating to both the Australian and Industrial context.

**Assessment:** Essay, Written essay (1500 words), 15%. Report, Written group report (2000 words), 25%. Presentation, Group Presentation, 15%. Examination, Final Exam, 45%.

### **BMO3330 CONTEMPORARY ISSUES IN IR/HRM**

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** The subject aims to examine contemporary issues in human resource management and industrial relations. Topics that it will explore include bullying and violence at the workplace, work-life balance, diversity, the future of trade unions, high performance work systems, privacy and surveillance, leadership, psychological contracts, HRM and service work and justice at work.

**Credit Points:** 12

**Learning Outcomes:** By the end of this unit students will be able to: Identify and describe the trends in IR/HRM and influences in Australian organisations. Contrast and compare the issues affecting HR and IR. Critically analyse responses to contemporary issues at work.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Holland, P, Sheehan, C, Donohue, R, Pyman, A & Allen, B 2012, 2nd edn, Contemporary Issues and Challenges in Human Resource Management, Tilde University Press. Prahran.



**Assessment:** Essay, 2,000 words, 25%. Essay, 1,500 words, 15%. Presentation, Class Presentation, 10%. Examination, Final Exam, 50%.

### BMO3331 NEGOTIATION

**Locations:** Footscray Park.

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** The aims of this unit of study are to introduce the application of experiential learning to the teaching of interpersonal and organisational negotiation; to provide a theoretical framework linking communication and negotiation in groups and organisations and to develop students' skills in negotiation in these contexts. The unit of study includes the following topics: the role of a negotiator; negotiation theory, conflict and bargaining power; communication skills; preparing to negotiate; negotiating tactics; role of the third party in negotiations; negotiation skills training; critical issues in negotiation exercises and international negotiation models.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit students should be able to:

- Demonstrate an understanding of the theoretical basis of the negotiation process.
- Analyse the theoretical framework linking - the group and the organisation as communication and negotiation systems.
- Apply various approaches to organisational negotiation.
- Demonstrate an understanding of the negotiation process in International situations.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of readings will be provided at the commencement of the semester. Lewicki, R.J., Saunders, D.M. & Barry, B. (2011), 5th edn, Essentials of Negotiation McGraw Hill: Boston.

**Assessment:** Presentation, Seminar Presentation, 20%. Assignment, Group Assignment, 30%. Examination, Final Exam, 50%.

### BMO3350 ASIAN EMPLOYMENT RELATIONS

**Locations:** Footscray Park.

**Prerequisites:** Nil.

**Description:** This unit of study aims to develop student knowledge on the formation and nature of employment relations in the following Asian countries; Japan, South Korea, Hong Kong, China, Taiwan, Singapore, Philippines, Thailand, Malaysia and India. The unit of study will be introduced by a discussion of the nature of employment relations. This will be followed by the development of a theoretical framework for analysis of the formation of employment relations in the context of industrialisation. The analysis will include assessment of theories purporting to explain the development of employment relations such as convergency theories, dependency theories, cultural theories and institutionalist theories. The theoretical framework will then be applied to the above mentioned countries.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Deery, S., 1992, Labour Law and Industrial Relations in Asia, Longman Cheshire, Melbourne. Whitley, R., 1992, Business Systems in East Asia:

Firms Markets and Hierarchies, Sage, London.

**Assessment:** Research essay (3,000 words), 50%; Final examination, 50%.

### BMO3351 WORKPLACE INDUSTRIAL RELATIONS

**Locations:** Footscray Park.

**Prerequisites:** BMO1102 Management and Organisation Behaviour.

**Description:** The aims of this unit of study is for students to develop a critical understanding of the interaction between management, employees and unions at the workplace. Topics include the changing nature of employment and the implications of trends in precariousness employment for the future of work; redefining employment relations in the knowledge economy, strategic employee relations policies and practices; the role of workplace unionism and workplace bargaining; non-union workplaces; workplace consultative processes and grievance handling; women workers and affirmative action and managing diversity.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** A collection of current readings will be compiled for students to purchase

**Assessment:** Written assignment, 30%; Final examination, 50%; Class presentation, 20%.

### BMO3352 INTERNATIONAL MANAGEMENT

**Locations:** Footscray Park, The Australian College of Kuwait.

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** The aim of this unit of study is to develop an understanding of the critical factors impacting upon management in an international context. It explores the role of management in any nationality, encouraging a truly global perspective in dealing with dynamic management issues in foreign and local environments. Culture is considered from a management perspective and also evaluated in a global context. Various theories, models and frameworks will be introduced that provide different perspectives on understanding and managing internationally.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to demonstrate:

- an understanding of what comprises the domain of international management and the global environment;
- an insight into the role of culture in the global market place;
- an understanding of managing strategy and human resources in the international context;
- relate this knowledge to contemporary practice in international management.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Deresky, H & Christopher, E, 2008, International Management: managing across borders and cultures, Pearson Education Australia, Frenchs Forrest, NSW.

**Assessment:** Case Study, Case Study and Presentation (Group), 30%. Essay,

Individual Essay/Case Study (Individual), 20%. Examination, 2 Hour Examination, 50%.

### BMO3353 CHANGING CONTEXT OF WORK

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit is about some of the key changes to work and the issues underlying these. Understanding work change will assist students to understand how work will continue to change over future decades and how this might affect employees, organisations and the community. This unit will help to shape an appreciation of the complexities and challenges faced by employees and organisations as they strive to function and survive in the context of the 21st Century and the interrelationships between work and society. This unit aims to enhance students understanding of the influences of work patterns that impact on human resource management and organisational functions.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify and describe key issues affecting changes to work.
- Contrast and compare the key aspects of the key issues in work change.
- Demonstrate a critical understanding on past and current work issues and their relevance to the organisation.
- Theorise and hypothesize on future changes to work.

**Required Reading:**There is no prescribed text for the unit. However, a detailed list of recommended readings will be provided via the University eLearning platform at the commencement of the semester. Noon, M & Blyton, P 2007, 3rd edn, The changing context of work The realities of work: experiencing work and employment in contemporary society, Houndmills, Palgrave, Macmillan.

**Assessment:**Journal, Individual written assessment & e portfolio/LMS, 15%. Literature Review, Literature review and presentation, 35%. Report, Group case study and written report, 25%. Presentation, Group case presentation, 25%.

### BMO3418 TRANSPORT AND LOGISTICS MANAGEMENT

**Locations:**City Flinders, Off-shore, Lianoning University, China; Sunway, Malaysia..

**Prerequisites:**Nil.

**Description:**This unit of study introduces the application of theory to the analysis of operations, policies and challenges in the transport sector. This analysis is carried out against a background of the importance to an economy of a highly developed transport sector. Issues explored will centre on the transport of goods and people at both national and international levels.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to demonstrate:

- Appreciation of regulation and structure in the transport sector.
- Insight into issues about the management of transport and e-transport.
- A practical grounding in cost and performance monitoring and its relationship to the development of transport strategy and future challenges.
- Ability to synthesise information from various sources in the field of transport and logistics management.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lambert, D & Stock, J 1999, 3rd edn, Strategic Logistics Management, McGraw Hill Publications, Singapore.

**Assessment:**Literature Review, Individual Assessment, 30%. Case Study, Syndicate Assessment, 30%. Examination, Final Examination, 40%.

### BMO3420 HUMAN RESOURCE INFORMATION SYSTEMS

**Locations:**Footscray Park.

**Prerequisites:**BCO1102 - INFORMATION SYSTEMS FOR BUSINESSBMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**The aims of this unit of study are to study and critically evaluate the principles and methodologies involved in the management of information about human resources; and to develop the knowledge and skills to effectively use and manage human resource information systems (HRIS). The unit of study includes the following topics: information technology; human resource management information requirements; features and users of HRIS's; analysis, development, implementation and management of HRIS's; practical use of the HR module as an example of HRIS software that students are likely to encounter in a typical business organisation; and issues in the development of HRISs for strategic purposes.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- Demonstrate understanding of the administrative and strategic value of an HRIS.
- Demonstrate knowledge of issues relating to the analysis, implementation and maintenance of HRIS's and their subsequent level of use.
- Investigate and analyse SAP HCM, in relation to effective management of human resource information.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Kavanagh MJ & Thite M, & Johnson 2012, Human Resource Information Systems: Basics, Applications, and Future Directions, 2nd Edn, Sage, Los Angeles,

**Assessment:**Other, Literature Review and Discussion, 10%. Project, Group Research Project, 30%. Test, Practical Test using ERP-HR software., 20%. Examination, Final Exam, 40%.

### BMO3421 MANAGING THE SERVICE ORGANISATION

**Locations:**Footscray Park, Off-shore, SIC Stansfield Singapore.

**Prerequisites:**BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:**The service concept; customers and relationships; supply relationships; service processes; managing service people; service quality; information technology in services; performance measurement in services; service strategy and culture.

**Credit Points:**12

**Learning Outcomes:**On successful completion of the unit, students should be able to:

- use appropriate theories, principles and models to analyse and evaluate organisational structures, organisational processes and behaviour so enabling effective managerial problem solving; and
- show evidence of enhanced personal investigative, analytical and interpretative skills and competencies.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Johnston, R. and Clark, G., 2005, *Service Operations Management*, Prentice Hall, Essex.

**Assessment:** Case Study, 20%; Industry Report, 30%; Exam, 50%.

### BMO3422 STRATEGIC MANAGEMENT

**Locations:** Footscray Park, Off-shore, The Australian College of Kuwait, ECA Sydney..

**Prerequisites:** BMO1102 - MANAGEMENT AND ORGANISATION BEHAVIOUR

**Description:** The aims of this unit are to study normative theories and models of organisation strategy, policy and decision making to assess critically their value to the organisation and its stakeholders. Students will develop knowledge, personal skills and competencies in the application of the strategic management principles to contemporary organisations.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, student will be able to:

- assess the current and planned capabilities of a business organisation;
- identify and assess the significance of the internal and external environment of a business organisation;
- apply strategic decision making processes to identify strategic options and develop a strategic plan for a business organisation;
- show evidence of enhanced personal knowledge, skills and competencies, which contribute to the effective management of organisational resources.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Parthasarthy, R 2007, *Fundamentals of Strategic Management*, Houghton Mifflin, New York. Cutcher, L, & Waites, N 2006, *Cases in Strategy and Management*, McGraw-Hill, North Ryde.

**Assessment:** Test, Class Test, 10%. Report, Case Study Report, 25%. Presentation, Case Study Presentation, 15%. Examination, Final Exam, 50%.

### BMO3476 TRAINING AND DEVELOPMENT

**Locations:** Footscray Park.

**Prerequisites:** BMO3220 - HUMAN RESOURCE MANAGEMENT

**Description:** The aims of this unit of study are to provide students with an understanding of the theory and practice of training and development; to assess critically the effectiveness of adult learning principles and training and development techniques; to enable students to develop knowledge and skills with regard to the design, management and evaluation of training and development; and to enable students to analyse the training needs of individuals and to design an appropriate development program. This unit of study includes the following topics: the importance of training for organisational effectiveness and individual career development; training productivity and quality of worklife; training needs analysis

and skills audit and job analysis; computer assisted and managed learning; selling, training and development programs within an organisation.

**Credit Points:** 12

**Learning Outcomes:** By the end of this unit students should be able to:

- perform an organisational training needs analysis and skills audit;
- design and evaluate training and development programs at an individual, group and organisational level;
- select the instructional methods and technology for the training and development objectives at an individual, group and organisational level;
- use and evaluate computer assisted and managed training methods; and
- design training systems - that will be responsive to the needs of a non-English background workforce.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Noe, R.A., 2005, *Employee Training and Development*, 3rd edition, McGraw-Hill, Sydney.

**Assessment:** Group presentations, 20%; Syndicate group project, 30%; Final examination, 50%.

### BMO3477 HUMAN RESOURCE DEVELOPMENT

**Locations:** Footscray Park.

**Prerequisites:** BMO3220 - HUMAN RESOURCE MANAGEMENT

**Description:** This unit of study examines the issues, concepts and methods involved in human resource development. The unit will provide knowledge about human resource strategies to add value to an organisation through appropriate development practices and talent management. This unit aims to provide students with an understanding of the theory and practice of human resource development; to assess critically the effectiveness of employees' learning experience and the training and development techniques to facilitate that experience; to enable students to develop knowledge and skills with regard to the design, management and evaluation of human resource development; and to enable students to analyse the training needs of individuals and to design an appropriate development program.

**Credit Points:** 12

**Learning Outcomes:** By the end of this unit students should be able to:

- Demonstrate understanding in how to conduct an organisational training needs analysis and skills audit;
- Design and evaluate training and development programs appropriate for the individual, group and organisational level;
- Demonstrate how to design training systems - that will be responsive to the needs of a diverse workforce.
- Critically evaluate human resource development applications for effectiveness and efficiency.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Noe, RA & Winkler, C 2010, *Employee Training and Development: for Australia and New Zealand*, McGraw-Hill, Sydney.

**Assessment:** Essay, Essay based on work-place situation, 20%. Report, Group report and presentation, 30%. Examination, Final Exam, 50%.

## BMO3851 ENGINEERING MANAGEMENT 2

**Locations:** Footscray Park.

**Prerequisites:** ENM2852 Engineering Management 1

**Description:** This unit of study aims to provide students with basic knowledge of processes of quality management systems in line with ISO9000 and processes of management in an engineering industry, principles of basic management functions, understanding of resources management, resource levelling, history of Australian industrial relations and arbitration system role of unions and employers, and practical requirements of running a small engineering company.

**Credit Points:** 12

**Class Contact:** Three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials/computer sessions.

**Required Reading:** Current Available Textbook - To be advised

**Assessment:** Class tests and assignments, 40%; End of semester examination, 60%.

## BMO4400 HONOURS RESEARCH (FULL TIME)

**Locations:** City Flinders.

**Prerequisites:** BMO4430 - RESEARCH METHODS

**Description:** Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:** 48

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** To be advised by lecturer.

**Assessment:** Seminar presentation, 15%; Written thesis, 85%.

## BMO4401 HONOURS RESEARCH THESIS (PART-TIME)

**Locations:** City Flinders.

**Prerequisites:** BMO4430 - RESEARCH METHODS

**Description:** Students are required to complete a research thesis of 10,000-12,500 words based on the proposal developed in the unit of study BMO4430 Business Research Methods. As part of the assessment, students are required to present one one-hour seminar on their research work.

**Credit Points:** 24

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** To be advised by lecturer.

**Assessment:** Written thesis, 85%; Seminar presentation, 15%.

## BMO4420 ORGANISATIONAL BEHAVIOUR AND ANALYSIS

**Locations:** Footscray Park, SIC - Stansfield, The Australian College of Kuwait..

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to provide a clear synthesis and integration of current thought on organisation theory; to develop students' investigative and interpretative skills as they relate to the analysis of organisations; and to further develop their managerial skills and competencies.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- describe and explain the diverse disciplinary perspectives on organisational behaviour;
- explain and critically evaluate the basic concepts and theories underlying the performance of a range of organisations;
- critically evaluate the influence of the broader social and political context on organisational behaviour;
- evaluate recent research on individual behaviour, group dynamics and organisational processes;
- apply theory to practice through workplace-based analysis of organisational functioning and be able to generate specific solutions.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Due to the multi-disciplinary nature of this subject a book of readings drawing from the Academy of Management Review, the Academy of Management Journal, the Journal of Organisational Behaviour, the International Journal of Organisational Behaviour and the Journal of Organisational Behaviour Management will be prepared.

**Assessment:** Literature Review, Individual Written Report, 20%. Project, Research Project, 25%. Presentation, Presentation, 15%. Examination, Final Examination, 40%.

## BMO4422 INNOVATION AND ENTREPRENEURSHIP

**Locations:** Footscray Park, The Australian College of Kuwait..

**Prerequisites:** Nil.

**Description:** It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply its knowledge effectively. The aims of this unit of study are: to provide an in-School study of the concepts of innovation, entrepreneurship and entrepreneurship and an appreciation of the environment in which they are practiced and to study and appraise the theory and practice of resource acquisition and utilisation. This unit of study includes the following topics: opportunity recognition; the innovation, entrepreneurial and entrepreneurial process; new venture ideas; market opportunities; competitive advantage; human resource issues; personal ethics; identifying and marshalling key stakeholders; financial considerations: acquisition of resources, and ownership and structure; innovators in action: managing rapid growth, managing a troubled organisation, and crafting a personal strategy.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: Demonstrate an understanding of the issues that influence how innovation and entrepreneurship is managed in organisations. Appreciate the issues involved in preparing a plan for stimulating and facilitating innovative activity. Show evidence of enhanced personal knowledge, skills and competencies as they relate to the management of innovation and entrepreneurship.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Bessant, J, Tidd, J 2007, Innovation and Entrepreneurship John Wiley & Sons Inc, West Sussex.

**Assessment:** Group assignment 1 - 20%, Group assignment 2 - 30%, Exam - 50% Assignment, Group, 20%. Assignment, Group, 30%. Examination, 2 hour exam, 50%.

## BMO4423 STRATEGIC ANALYSIS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**All managers are involved in the strategic management process. It is therefore important that their knowledge and skills in this area be developed. The objective is to highlight and explore the principal elements in the external and internal environments impacting on organisations and to apply strategic analysis, knowledge and skills. This unit of study is designed to develop each participant's knowledge, skills and competencies in identifying organisational strengths, weaknesses, opportunities and threats in the national and international context. This unit of study includes the following topics: the strategic management process; environmental analyses; recognising and analysing trends; formulation of strategy; strategic choice; implementation and evaluation; and contingency planning.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Case study, 20%; Strategic plan and presentation, 50%; Literature review and report, 30%.

## BMO4430 RESEARCH METHODS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aims of this unit of study are to: introduce students to the processes and principles used in planning, conducting, reviewing and reporting the results of research; enhance students' knowledge, skills and competencies in conducting research; and provide guidance in completing a thesis. This unit of study includes the following topics: the process and principles involved in planning and executing a research project; research ethics; conceptualisation of a research problem and its contextualisation within a body of theory, operationalisation of concepts to test theoretical conceptualisation; the development and selection of appropriate measurement instruments for data collection and analysis of data; report and thesis writing; and dissemination of findings.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Literature search and review, 30%; Final research proposal, 50%; Presentation of research proposal, 20%.

## BMO5003 GLOBAL LEADERSHIP

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Globalization and the changing nature of organization mean that you are leading people and managing teams in complex environments. The course will give you a better understanding of leadership from multiple angles and perspectives. Participants in the course will explore the different ways leadership has been defined and studied over the last century and more, the similarities and contradictions among the most common leadership theories, and the way that leadership has been exercised. Changes in work organization and management roles will also be discussed in relation to leadership. The subject will provide an insight into understanding key leadership and management skills necessary to build teams to

make a more innovative organization.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will:

- Understand the major academic theories of leadership, individually and as part of a historical continuum.
- Assess a leader's actions objectively and through the multiple lenses that these theories provide.
- Show evidence of enhanced personal knowledge, skills and competencies as they relate to leadership
- Develop personal and applied leadership plans that demonstrate problem solving and critical thinking about the application of leadership theory.

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**Carol Dalglish & Peter Miller (2009) *Leadership: Understanding its Global Impact* Tilde University Press Australia Carol Dalglish & Peter Evans (2009) *Leadership in the Australian Context: Case Studies in Leadership* Tilde University Press Australia

**Assessment:**Case Study, Case study and presentation, 50%. Assignment, Assignment, 50%.

## BMO5305 INTERNATIONAL SUPPLY CHAIN STRUCTURE

**Locations:**City Flinders, Off-shore, AABC-Liaoning China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**The globalisation of business has placed increasing demands on the logistics function. These new demands require new skills, as well as increased competence in classic logistics skills. One of the new demands on logistics managers will be the development of clear, appropriate organizational mandates. The establishment of the strategic perspective for logistics that is appropriate for the company will be increasingly important as internationalisation continues. This subject is intended as an introduction to the development and nature of the global logistics function and as an overview of the major operating sectors in international business. It also outlines the key elements in an integrated logistics management system that is critical to the success of the global logistics function.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students should be able to: Appreciate the critical role of logistics in international business. Understand the complexity of global supply chains and their processes. Understand how to integrate logistics with marketing channel structures. Recognize areas where the performance of distribution logistics can be improved. Understand how to apply information flow to improve operational efficiency of the movement of goods and services.

Be able to define customer service and recognize the importance of the customer service function to the marketing and Logistics effort of the firm.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**A comprehensive list of readings will be provided at the commencement of the unit. Bowersox, DJ, Closs, DJ & Cooper, MB 2010, 3rd edn, *Supply Chain Logistics Management*, McGraw-Hill, Irwin, New York.

**Assessment:**Other, Written Issue Paper, 40%. Presentation, Class Case Presentation, 10%. Examination, Final Examination (3 hours), 50%.

## BMO5500 GOVERNANCE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit introduces the theory and practice of governance. It provides insights into common governance problems and outlines the approaches that can be taken to address these issues. Students appreciate governance from a pro-active strategic perspective, as well as its role in corporate control. Students consider the advantages and disadvantages of various governance frameworks and appreciate the issues associated with their enactment.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will be able to:

- Define corporate governance and be able to explain why it is used to monitor and control organisations
- Explain agency theory and identify the issues of managerial opportunism
- Distinguish between internal and external governance mechanisms
- Explain how selected governance mechanisms are used to monitor corporate performance and to act as a restraint on top-level managers' decisions
- Identify corporate governance issues that arise in an international context

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**A book of readings containing current and seminal journal articles will be provided to the students.

**Assessment:**Essay, Essay, 20%. Report, Governance audit, 30%. Presentation, Report/audit recommendations, 20%. Examination, Written Examination, 30%.

## BMO5501 BUSINESS ETHICS AND SUSTAINABILITY

**Locations:**City Flinders, Off-shore, BJU China, Sunway KL Malaysia, Stansfield College Singapore..

**Prerequisites:**Nil.

**Description:**This subject aims to develop your awareness of the socio-cultural environment in which business operates. Consideration will be given to ethical frameworks for decision making and students will be introduced to the debates surrounding corporate responsibility and sustainable development. Emphasis will be given to how new pressure for business arise, and the various models that structure organisational responses.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will be able to:

- Distinguish between ethics, legal requirements, religious doctrine and also be able to describe the role of culture in ethical decision making.
- Identify and explain the ethical issues associated with the western capitalist business system.
- Discuss perspectives of corporate responsibility in the context of contemporary business issues.
- Outline the sustainability agenda and identify the implications for business.
- Explain the role of social movements and institutional changes to business operations.

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**A book of readings containing current and seminal journal articles will be provided to the students.

**Assessment:**Literature Review, Literature Review, 25%. Case Study, Report, 40%. Other, Reflective Journal, 20%. Other, In-class Seminar, 15%.

## BMO5502 THE GLOBAL WORKFORCE

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This Unit will provide students with knowledge of current and future trends in work in order to be able to critically evaluate the changing nature of the workplace and changing workforce needs. In particular the Unit will explore approaches to workforce and skill development from a global and local perspective including the understanding of the development of local skill ecosystems. The unit draws on HR and labour process perspectives to understand human resource development within the contemporary workplace.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will:

- Understand the changing nature of work and the workplace including the core and peripheral labour markets, precarious employment, growth of knowledge work, and technological and global developments.
- Understand the history, definitions and approaches to workforce and skill development from a global perspective
- Understand the role of government, educational institutions and organisations in building knowledge economies and creating the institutional frameworks
- Understand the range of tools and resources available to workforce planners and forecasters
- Appreciate the global challenges, implications of skill shortages in key professions and occupations, demographic change and patterns of migration
- Be aware of the impact of the external environment on organisational human resource development policies and practices

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**No textbook instead a workbook of contemporary readings will be made available by the lecturer accessible on line and added to by students through the action learning process.

**Assessment:**Assignment, Written individual assignment , 40%. Presentation, Class individual presentation, 20%. Project, Individual case study, 30%. Journal, Reflective exercise individual, 10%.

## BMO5504 EMPLOYEE RELATIONS STRATEGY

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aim is for students to develop understanding of the issues involved in managing employee relations in the recreation industry. Topics covered include: occupational health and safety; affirmative action policies; the interaction of unions and management at the workplace; implementing change in the workplace and conflict resolution; and enterprise bargaining in union and non-union firms.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as

a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Alexander, R. and Lewer, J., 1996, Understanding Australian Industrial Relations, 5th edn, Harcourt Brace, Sydney.

**Assessment:**Assignment, 50%; Research Report, 50%.

## BMO5505 LEADERSHIP AND INNOVATION PRACTICUM

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit will use a problem-centred approach to learning so students can both grow in their skills in leadership and innovation and also integrate skills and knowledge developed in other subjects in the Masters of Management. Students will be confronted with and asked to address the challenges of leading innovation strategy implementation within a team in a rapidly changing competitive environment.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will:

- Synthesize knowledge from a range of sources to identify and solve a complex problems associated with managing incremental and radical innovation in complex competitive environments.
- Be able to identify, question and collect information to test decision making assumptions within a group context
- Be able to lead and engage in creative and analytical problem solving processes.
- Be able to reflect on their current level of ability to both lead and work within teams to solve complex business problems and identify areas for future learning.
- Know how to identify an innovation opportunity and assess the level of innovation uncertainty when committing organisational resources to implementing an innovation.

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**Workbook of readings

**Assessment:**Journal, Learning journal - learning reflection and integration, 15%. Practicum, Practicum report - LiWC in a simulated environment, 35%. Report, Consultants report - LiWC in a simulated environment, 50%.

## BMO5506 RELATIONSHIP MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This subject introduces students to practices associated with managing internal and external stakeholder relationships. It includes an introduction to the practices of business-community engagement, stakeholder management systems, social/environmental reporting and the establishment of business community partnerships. The emphasis is on preparing professionals to implement strategies for socially responsible and sustainable business practice.

**Credit Points:**12

**Learning Outcomes:**At the completion of this unit students will be able to:

- Identify internal and external stakeholder groups
- Map stakeholder priorities and develop methodologies for stakeholder engagement

- Formulate a business-community engagement process that is integrated with business strategy
- Understand the difficulties of establishing and maintaining business-community partnerships
- Prepare a process for completing a social/environmental business report

**Class Contact:**Three-hour weekly seminar.

**Required Reading:**Book of readings - relevant journal articles and chapters from texts

**Assessment:**Report, Management Briefing Paper, 25%. Report, Situation Analysis/Program, 40%. Presentation, In-class Presentation, 10%. Examination, Final Examination, 25%.

## BMO5507 WORKPLACE PROJECT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**Students will carry out an original in depth project on a major management issue that directly relates to the individual student's business organisation. The focus of the project, its research methodology and processes will be decided on by the student in consultation with their academic supervisor and host organisation supervisor. The project will provide students with the opportunity to integrate and apply learning from previous units of study in the Master of Management course. Students will be able to integrate their practical management experience with their academic learning. Students will be expected to complete and submit a Management Project that: identifies one or more practically significant questions relevant to his or her organisation; critically reviews the literature and other resources concerning theory and practical examples relevant to those questions; demonstrate students' initiative and flexibility in solving authentic business problems or real issues faced in their organisation.

**Credit Points:**24

**Learning Outcomes:**On completion of this unit, students will be able to:

- Carry out independent research using an appropriate methodology and research framework
- Apply, critically analyse and synthesise theoretical perspectives and literature relevant to the focus of the project
- Gather, analyse, and interpret data
- Present findings in a formal post graduate presentation setting to a panel of academics and host organisation representatives
- Develop a detailed project plan and ethics proposal
- Produce a professional project report of 8000 to 10000 words on their area of investigation

**Class Contact:**There are no formal classes in this unit as it is project-based and will be supervised jointly by academic and host organisation supervisors.

**Required Reading:**No reading required due to individual student projects formed.

**Assessment:**Project, Research Plan and Ethics Proposal, 20%. Report, Final Report (8000 to 10,000 words), 60%. Presentation, Presentation, 20%.

## BMO5519 CONTRACT AND PROCUREMENT MANAGEMENT

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit studies the development of the use of contracting and outsourcing in the public sector, assesses the various models of contracting and 'private public partnerships' that are in use, and discusses the advantages and

disadvantages of each model in terms of public accountability and governance. Case studies are used to examine and develop understanding of the range of strategic management, implementation, and public accountability issues that are involved in tendering and contracting, and how these issues may be best managed. The subject examines the legal and other risks associated with contracting and procurement. Procurement investigation followed by supplier choice, review and evaluation.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Domberger, S., 1998, *The contracting organization: a strategic guide to outsourcing*, Oxford University Press, Oxford [England]; New York. Langfield-Smith, K., Smith, D., Stringer, C., 2000, *Managing the outsourcing relationship*, UNSW Press, Sydney.

**Assessment:** Assignments, 50%; Case studies, 50%.

## **BM05520 ORGANISATION ANALYSIS AND BEHAVIOUR**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are: to offer methods of analysing organisations and understanding the managerial issues that they present; to focus directly on both management and leadership while providing a clear synthesis and integration of current thought on major organisation theory; to develop students' investigative and interpretative skills as they relate to the analysis of organisations; and to further develop their managerial skills and competencies. The unit of study includes the following themes: overview of organisation analysis and managerial effectiveness; criteria for effective approaches to diagnosis and action in organisations; focus on the impact between organisations and organisation behaviour; develop interpersonal skills which would facilitate organisation growth and secure a more motivated and committed work force; identify how leaders can expand their options to enhance their effectiveness; distinguish between constructive and destructive political dynamics; and the design, implement action and evaluation of organisation change.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Demonstrate an understanding of the contemporary issues related to aspects of the working environment;
- Demonstrate an awareness of the relation between managerial strategies and organisation structures, human resources, political systems and cultures;
- Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and
- Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Bolman, Lee & Deal, Terrence, 2003, *Reframing Organisations*, 3rd edn, Jossey-Bass, San Francisco. Students are required to purchase 'Learning Materials' from the University Bookshop.

**Assessment:** Assignments, 50%; Case Study, 50%.

## **BM05522 HUMAN RESOURCES AND EMPLOYEE RELATIONS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide managers with knowledge of key human resource and employee relations issues, and examines the strategic function of Human Resource Management in organisational effectiveness. This unit of study includes the following topics: the development of human resource management; taking a strategically proactive approach to HRM; workforce planning and staffing; performance review and development within performance management systems; rewards management; workplace relations; developing a healthy and safe work environment, and international human resource management.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Book of Readings.

**Assessment:** Case Studies, 50%; Assignments, 50%.

## **BM05531 IR/HRM POLICY AND PRACTICE**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aims of the unit of study are to: identify key issues and problems of contemporary importance in the field of human resources; analyse the issues and problems identified; seek and evaluate solutions to those problems. Topics include: work organisation; productivity and wages determination; the conduct of skills audits; coping with change in the workplace; work and job analysis and design; organisational communication; organisational climate and culture; corporate strategy and employee development; career planning; employee attitude surveys; human resources policy development and implementation.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** To be advised by lecturer.

**Assessment:** Case Studies, 50%; Report, 25%; Essay, 25%.

## **BM05533 ORGANISATION CONSULTING AND COUNSELLING**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aims of this unit of study are to give students an understanding of how effective interpersonal relationships improve organisational effectiveness, and to give students an understanding of the theory and practice of interviewing, especially their types, purposes and aims. This unit of study includes the following topics: effective organisations, their interpersonal climate and the role of the training and development manager in internal organisational image building; interviewing as a way of bringing about micro-level organisational change; consulting and counselling as specific forms of interviewing; interviews-types, purposes and aims; advanced conflict and negotiation skills; the supportive counselling role of the training and development manager; the role of the consultant within different organisational cultures; and confidentiality and ethics.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Schein, E.H., 1987, *Process Consultation Volume II: Lessons for*



Managers and Consultants, Addison-Wesley, Massachusetts.

**Assessment:**Assignment, 50%; Case Studies, 50%.

### **BMO5534 HUMAN RESOURCE DEVELOPMENT AND EVALUATION**

**Locations:**City Flinders.

**Prerequisites:**BMO5520 - ORGANISATION ANALYSIS AND BEHAVIOUR

**Description:**This unit of study aims to develop students' ability to critically evaluate HRD systems for effectiveness and efficiency, and to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Kirkpatrick, D., 1996, Evaluating Training Programs: The Four Levels, Bennett-Kohler, San Francisco. Campbell, Gordon, 1993, The Little Black Book, Victoria University of Technology, Melbourne.

**Assessment:**Individual presentation, 15%; Group assignment (3000 words), 40%; Individual assignment (2500 words), 45%.

### **BMO5535 INTERNATIONAL EMPLOYEE RELATIONS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to develop an understanding of factors influencing the management of employee relations and human resource management in the global economy. Students will be made aware of contemporary international theoretical and practical developments in the management of human resources. Topics include global-local strategic decision-making; convergence theories and the influence of multinational corporations on foreign employment practices; cultural considerations and managing cultural diversity; managing expatriate relations; the interrelationship between international agreements/labour standards and employment policies and practices; and emerging issues and trends in the internationalisation of human resource management.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Research Essay, 30%; Test, 40%; Class Study, 30%.

### **BMO5537 TOPICS IN EMPLOYEE RELATIONS MANAGEMENT**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with an opportunity to study in depth, issues of contemporary importance in industrial relations.

**Credit Points:**12

**Learning Outcomes:**On completion of the unit of study, students should be able to critically examine issues and identify their impact on industrial relations and examine the change process as well as understanding the options for dealing with change. It will include topics such as new technology, industrial democracy, women and the labour market, occupational health and safety, and contemporary reforms to

organisations.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Research Essay, 50%; Two Class Papers, 50%.

### **BMO5538 PROFESSIONAL ADVOCACY**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with an opportunity of applying theory and techniques of professional advocacy to the resolution of industrial relations problems. Students will be given the opportunity to demonstrate and develop awareness about the environmental constraints in which industrial relations processes take place, as well as the skills in professional advocacy required for the processes to be effective.

**Credit Points:**12

**Learning Outcomes:**On completion of the subject students will have developed the knowledge and ability in professional advocacy to apply theory to practice in industrial relations processes.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**A program of continuous assessment based on the preparation and presentation of case studies, 50%; Participation in and evaluation of experiential learning exercises, 50%.

### **BMO5544 INDUSTRIAL RELATIONS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to provide students with an understanding of the nature of industrial relations in Australia and the interface between industrial relations institutions, workplaces and employment outcomes. Topics include exploring the causes and management of industrial conflict; employment regulation in Australia, management employee relations strategies; the role of unions and governments; industrial tribunals; and enterprise bargaining.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify and solve a broad range of complex problems, create new strategies and draw on in-depth knowledge, understanding, reflection and evaluation with regards to the framework of industrial relations in Australia.
- Critically analyse and evaluate the key processes of industrial relations at the workplace level and their relationships to the institutions.
- Critically discuss, analyse and evaluate the current industrial relations trends and their impact on the parties, processes and rules of Australian industrial relations.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Bray, M, Waring, P & Cooper, R 2011, Employment Relations:

Theory and Practice, McGraw-Hill, Sydney.

**Assessment:** Presentation, Project Overview, 10%. Essay, Case Study, 30%. Other, Class Mock Arbitration, 20%. Research Paper, Report, 40%.

## **BMO5547 EMPLOYEE DEVELOPMENT AND CHANGE**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The need to develop the skills of the Australian workforce has been identified. It has been acknowledged that Australia requires the leaders and managers and highly skilled workforces that will enable it to compete in the globalised marketplace. Students will learn how to identify learning needs to support organisational success and develop programs that add value to the organisation and the individual. Students will consider the range of delivery methods available to support learning in the workplace and how to match these to current and future learning needs and to the learning styles of their participants.

**Credit Points:** 12

**Learning Outcomes:** On completion of this subject, students will be able to:

- Explain the effects of the internal and external organisation environment on the shaping of human resource development strategies.
- Describe the role of the employee development function in supporting achievement of organisational objectives.
- Write learning and program objectives.
- Select the most appropriate method or methods to use to identify employee development needs at an industry, occupation, group or individual level.
- Design programs to address identified needs and to support the creation of a knowledge environment.
- Carry out post implementation reviews of employee development programs.

**Class Contact:** 3 hour seminar per week.

**Required Reading:** Blanchard, P. Nick & Thacker, James W. (2009) 4th Edition Effective Training: International Edition Pearson Education International, Upper Saddle River

**Assessment:** Assignment, Organisational analysis (LiWC or Case), 25%. Assignment, Task & person analysis (LiWC), 50%. Presentation, Facilitated learning, 25%.

## **BMO5550 CONTEMPORARY EMPLOYMENT SYSTEMS**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide an understanding of the nature of contemporary employment systems in industrialised countries; develop an understanding of the ways in which the redefinition of the firm in the knowledge economy is effecting employment relationships; explore the major changes occurring in employment systems, and develop an understanding of the implications of these changes for the management of employees. The following topics include: contrasting major differences in employment systems in OECD countries and differing policy responses; situating Australian employment systems within the broader framework of OECD countries; understanding major forces for change in employment systems; growth of the knowledge economy and redefinition of the firm; skill formation in the knowledge economy; development and implications of precarious employment; developments and implications of the growth in outsourcing and self-employment; trends in organisational and job insecurity; impact of differing levels of collectivism;

managing a diverse workforce; development and impact of growing wage inequalities; policy and practice implications of these changes.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Watson, I., Buchanan, J. and Campbell, I. and Briggs, C., 2003, Fragmented Futures: New Challenges in Working Life, Federation Press, Sydney.

**Assessment:** Essay, 30%; Research paper, 30%; Test, 40%.

## **BMO5564 HUMAN RESOURCE MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide the opportunity for students to develop the capacity to apply theoretical and conceptual knowledge to solving everyday human resource management related issues and problems in the workplace. First, the unit of study will consider the broad major current themes and debates in the field. Second, student will be given the opportunity to develop their understanding of concepts and theories which underpin HRM. Third, students will be exposed to discussion on the practical techniques used in relations to HRM in organizations. It will include topics such as managing the human resource environment, human resource management systems, developing people, rewarding people and directions for human resource management.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of the unit, students should be able to:

- Appreciate duality of staff and line management responsibility for the management of human resources;
- Recognise the strategic advantages attainable from effective human resources management planning and implementation techniques;
- Understand the application of systems models to human resources management functions;
- Recognise the important change in role of the Human Resources Manager brought about by the application of computer systems to the human resources functions; and
- Apply principles in the area of human resources practices and appreciate legislative requirements.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** De Cieri, H. and Kramer, R., 2008, Human Resource Management in Australia 3E: Strategy People Performance, McGraw-Hill, Australia.

**Assessment:** Review Report, 40%; Presentation, 10%; Case Studies/Research Paper, 50%.

## **BMO5565 HUMAN RESOURCE INFORMATION SYSTEMS**

**Locations:** City Flinders, Off-shore, Ganpat University - India, Lithan Hall - Singapore, Beijing Jiaotong University - China, ECA Sydney..

**Prerequisites:** Nil.

**Description:** This unit of study aims to investigate factors associated with the analysis, design and implementation of Human Resource Information Systems (HRIS's). The unit of study covers issues in needs analysis, user requirements, system selection and practical use of HRIS software that students are likely to encounter in a typical

business organisation. It also includes a study of the change management issues associated with HRIS implementation and the development of HRIS's for strategic purposes.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

- Critically evaluate the administrative and strategic value of an HRIS and Web-based HR
- Develop reflective arguments on integration and change management issues relating to the implementation of HRIS's and their subsequent level of use.
- Demonstrate skills in SAP-HCM as an example of an HRIS.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Kavanagh, MJ, Thite, M & Johnson, RD 2012, 2nd edn, Human Resource Systems: Basics, Applications, and Future Directions, Sage, Los Angeles, USA.

**Assessment:** Test, Theory Test, 15%. Other, On-line discussion, 15%. Test, Practical Test, 20%. Project, Research Project, 40%. Other, Research Presentation and Discussion, 10%.

### **BM05566 OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to provide an understanding of factors contributing to occupational health and safety outcomes; provide an understanding of principles underpinning contemporary regulation of occupational health and safety and explore contemporary approaches to the management of occupational health and safety. The topics include: interdisciplinary perspectives on occupational health and safety; explaining occupational injury and disease; common workplace hazards; the regulation of OHS; contemporary workforce issues and OHS; worker involvement in OHS; OHS management systems: effectiveness and constraints; role of senior management commitment in effective OHS management.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Quinlan, M. & Bohle, P., 2000, Managing Occupational Health and Safety: A Multidisciplinary Approach, 2nd edn, Macmillan, Melbourne.

**Assessment:** Hazard/Industry summary, 20%; Short essay, 30%; Case Study/Research project, 50%.

### **BM05567 MANAGING WORKPLACE CONFLICT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide students with an understanding of the nature of workplace conflict; explore the processes for the resolution of conflict at workplace level; and develop knowledge and skills necessary for the effective processing of conflict.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as

approved by the Faculty of Business and Law.

**Required Reading:** Van Gramberg, B., 2006, Managing Workplace Conflict, Federation Press, Sydney.

**Assessment:** Presentation, 40%; Report, 30%; Reflective journal, 30%.

### **BM05568 TEAMWORKING**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Students completing this unit of study will develop skills, knowledge and competence in the implementation, management and leadership of teams. The topics include: the history of team working, individual team skills and models; typical team applications; creating enabling environments for teams; deciding when teams are, or are not, appropriate; team performance measures and rewards for teams; dysfunctional impacts of teams and teams as surveillance mechanisms; teams as part of high performance work systems; teams in cross cultural contexts and global organisations; interorganisational and virtual teams.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Case studies and Readings: BM05568 Teamworking.

**Assessment:** Assignments, 50%; Case Studies, 50%.

### **BM05570 PURCHASING, SUPPLIER CHOICE AND EVALUATION**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Investigation and specification of the requirement for products, services and contracts. - Design of strategic purchasing initiatives to provide broad ranging contracts and suppliers of goods and services for extended periods. - Procurement investigation followed by supplier choice, review and evaluation or in-house supply. - Direction and management of projects ranging from short term, low cost to major infrastructure or human service contracts.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Leenders, M.R. et al., 2002, Purchasing and Supply Management, McGraw-Hill, Boston.

**Assessment:** Assignments, 60%; Case studies, 40%.

### **BM05572 STRATEGIC HUMAN RESOURCE MANAGEMENT**

**Locations:** City Flinders, Off-shore, Beijing Jiaotong University, China; Sunway College, Kuala Lumpur, Malaysia; Stansfield College, Singapore..

**Prerequisites:** Nil.

**Description:** This unit of study critically examines the extent to which human resource management is strategic to organizational success in a global context. Alternative models of business strategy and the integration of human resource management are considered. The changing external environment of globalization and competition and the resultant restructuring of industries, labour markets and organizations is analysed in order that the factors influencing managerial choice and employee choice in relation to the different strategies can be assessed. This unit of study will focus on strategic international human resource management and the issues facing organizations that operate in the international environment.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- have an understanding of the key differences between domestic and international human resource management;
- recognise the strategic advantages attainable from effective international human resource management;
- critically examine contextual factors that influence international human resource management practice; and
- recognise the important change in the role of the Human Resource Manager brought about by globalization.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Harzing, AW & Pinnington, AH 2011, 3rd edn, International Human Resource Management, Sage, Singapore.

**Assessment:** Other, Research assignment and presentation, 60%. Test, Class Test, 40%.

### **BM05573 CHANGE EVALUATION FOR BUSINESS EXCELLENCE**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to develop students' ability to critically evaluate HRD systems for effectiveness and efficiency, and to develop their competencies and skills to match HRD techniques, methods and technology to the learning styles of an audience so as to maximise learning transfer. It also aims to enable students to determine and evaluate the process and outcomes of HRD so as to demonstrate its usefulness to an organisation. Topics will include models of HRD evaluation, appropriate methods and technology in HRD and evaluation, learning styles, performance indicators, and utility analysis.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Kirkpatrick, D., 1996, Evaluating Training Programs: The Four Levels, Bennett-Kohler, San Francisco. Campbell, J Gordon, 1993, The Little Black Book, Victoria University, Melbourne.

**Assessment:** Individual Presentation, 15%; Group assignment (3000 words), 40%; Individual Assignment (2500 words), 45%.

### **BM05574 SUPPLY CHAIN AND LOGISTICS MANAGEMENT**

**Locations:** City Flinders, Off-shore, Litan Hall, Singapore; Stansfield, Singapore; Beijing Jiaotong University, China; Ganpat University, India; ECA, Sydney; Sunway KL Malaysia.

**Prerequisites:** Nil.

**Description:** The unit of study aims to study the concept of supply chain management in the sourcing, provision and delivery of goods and services. Practical application of this concept encompassing physical movement and storage, information systems support and relationships between partners in the supply chain. Supply chains as integration of strategies and operations to achieve end customer requirements. This integration to span materials management, manufacturing support and physical distribution, and equivalent service steps, along the supply chain. Major logistics functions including order processing, inventory management, distribution centres, transport and customer service. Simple extension into international supply networks. Strategic planning of the whole supply chain for a product or service group including

performance measurement, order-winning criteria and required policy actions. Unit of study delivery includes a site visit to view a distribution centre.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students should be able to:

- Understand the concept of an integrated supply chain, or value chain, serving a set of customers.
- Appraise and set up relationships with external business associates such as customers and suppliers throughout the supply chain.
- Investigate, analyse and report on a practical distribution, transportation and/or materials management channel by research project
- Develop a strategic logistic plan for a focal manufacturing or service company in a supply channel.
- To gain knowledge in Advanced Planning and Optimisation (APO) software, SAP's supply Chain module to work on a Supply Network Planning (SNP).

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Sadler, I 2007, Logistics and Supply Chain Integration, Sage, London.

**Assessment:** Exercise, SAP-APO Computer Exercises, 30%. Case Study, Case Study and Presentation, 20%. Project, Major Project, 50%.

### **BM05575 PLANNING AND CONTROL THROUGH ERP SYSTEMS**

**Locations:** City Flinders, Off-shore, Ganpat University, India..

**Prerequisites:** Nil.

**Description:** To study the manufacturing planning and control (MPC) of manufacturing businesses and their supply chains using Enterprise Resource Planning (ERP) Systems. MPC enables the satisfaction of customer orders through demand management, production scheduling, materials requirements planning, capacity planning, the purchase of materials, manufacture, storage and distribution. Enterprise Resource Planning (ERP) Systems are used to integrate enterprise-wide information into a database and make that information available to managers. This unit of study uses an actual ERP system (SAP R/3) to exemplify the practical application of such systems. The unit of study will have a production planning focus and examine complete processes such as order processing and production scheduling. To understand how business processes can use the Internet, area networks and other communications methods to plan and enable the manufacture and supply of products and services to customers. Unit of study delivery includes a site visit to view a real MPC system.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Vollmann, T.E, Berry, W.L. and Whybark, D.C., 2004, Manufacturing Planning and Control Systems, 5th edn, IrwinMcGraw-Hill.

**Assessment:** Research and Application reports, 60%; Seminar, 20%; Computer Assignment, 20%.

### **BM05576 OPERATIONS AND LOGISTICS STRATEGY**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** Operations and Supply Chain functional strategies are important to all manufacturing and service organisations. They are also a critical component of business strategy for the focal firm and its supply chain partners to provide goods and services to customers. Hence this unit of study enables students to understand the content and formation of operations and logistics functional strategies with applications to manufacturing and service organisations and their supply chains. Students construct a plan for design and implementation of the sourcing, manufacture and distribution of products and services which integrate the aspects of product and process definition, operations strategy, planning and control, the level of factory/ process automation and the inclusion of employees as drivers of the system. The unit of study includes operations strategy content, product/process profiles, service delivery, supply chain strategy and strategic planning process. Unit of study delivery includes a site visit and/or guest lecturer.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit students should be able to: Understand the foundations of operations and logistics strategy with application to manufacturing, service operations and supply chains. Construct a plan for design and implementation of the sourcing, manufacture and distribution of products and services. This plan integrates the aspects of product and process definition, operations strategy, planning and control, choice of business processes, specification of information systems and inclusion of employees as drivers of the system.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Hill, T & Hill, A 2011 Essential Operations Management, Palgrave Basingstoke,

**Assessment:** Report, Research report, 30%. Presentation, Research presentation, 20%. Assignment, Strategy Project, 50%.

## BMO5577 COMPETITIVE INNOVATION MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, educate managers in the concepts, tools and techniques of radical and competitive innovation management; critically assess the value and applicability of these concepts, tools and techniques to particular organisation and industry contexts; and develop knowledge, personal skills and competencies in the application of the above approaches. This unit of study includes the following topics: Radical/competitive innovation, key sources of radical/competitive innovation; major tools and frameworks used in industry, within Australia and internationally, to identify opportunities for radical/competitive innovation; developing and retaining a radical innovation capability; planning for and implementing a program to achieve radical/competitive innovation; major barriers to radical/competitive innovation and some ways these barriers can be overcome.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Christiansen, J.A., 2000, Competitive Innovation Management, Macmillan, London.

**Assessment:** Assignments, 70%; Case Studies, 30%.

## BMO5579 GREEN LOGISTICS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to enhance student's understanding of the environment impact of logistics and global supply chains, where the processes behind converting raw materials into finished consumer goods, which are then being distributed to markets around the world, can have significant implications for the areas of air quality, noise and vibration, environmental disasters and global warming.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Understand the environmental consequences of logistics and global supply chains.
- Produce a well structured and balanced individual report, on a sustainability-related topic, based upon the reading of established academic opinion.
- As a member of a small team, produce a professional case study report based on experiences gained during an industry site visit, linking those experiences with theory learnt in the classroom.
- Work with other team members in delivering a professional class presentation based around selected topics covered in their case study report.

**Class Contact:** It is proposed that the unit be delivered as 12 x 3hr seminars.

**Required Reading:** McKinnon, A Cullinane, S. Browne, M. & Whiteing, A., 2010. 1st ed Green logistics, improving the environmental sustainability of logistics Kogan Page, GBR.

**Assessment:** Literature Review, On subject matter relevant to scope of unit, 20%. Case Study, Group exercise around findings from industry visit, 40%. Presentation, Group presentation based on case study, 10%. Examination, Class test, 30%.

## BMO5589 INDUSTRIAL RELATIONS AND THE BUILDING INDUSTRY

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** An introduction to industrial relations and a study of policy questions and techniques associated with the practice of industrial relations, specifically in the building industry. Topics covered include the industrial relations framework, the parties to industrial relations, negotiation principles, conflict resolution, industrial awards, legal aspects of employment and contemporary industrial relations issues.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Alexander, R. and Lewer, J., 2006, Understanding Australian Industrial Relations, 6th edition, Thomson, Melbourne.

**Assessment:** Essay, 30%; Class Assignment and Test, 70%.

## BMO5590 MANAGEMENT IN THE ASIA-PACIFIC REGION

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study provides an analysis of the differences in management styles and strategies encountered when doing business in Southeast Asia and Northeast Asia or in dealing with managers of firms based in these regions. The unit

of study draws particular attention to regulatory regimes and relations between business and government in countries to Australia's North. These themes have become the unit of study of numerous reports by Australian government Schools, by consultants and international banks and organisations. Familiarity with the issues emerging in this literature will be valuable to MBAs employed in either a business or a governmental context. The unit of study aims to add to students' ability to anticipate and adapt to changes in Australia's international economic environment. Themes include: country profiles; management styles; working with governments; investors and lenders; multinationals in the region; industrial relations; customers and clients; suppliers and distributors; international rules, regulations and organisations; community groups and environmental concerns; values and ethics and Asian management - Confucian, Buddhist, Islamic and other cultural influences; public and private sector relations.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Corbett, D.C., *Managing in Australia's Region*, Draft VUT.

**Assessment:** Literature review and report, 20%; Syndicate project, 30%; Final examination, 50%.

### BM05601 OPERATIONS AND SERVICE MANAGEMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aim of this unit of study is to provide students with the concepts and practical elements of a business production system which makes and distributes goods and services to customers. Students will gain an understanding of the concept of service design; understanding of various manufacturing and supply chain policies; design transformation processes; investigate and analyse practical manufacturing and service management situations, and better understand service management as the conversion of resources, human effort and goods to achieve profitable and quality outcomes. Unit of study delivery includes a site visit to view a manufacturing or service facility.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- understand the concept of service design and provision in a range of situations;
- understand various manufacturing and supply chain policies and their application and relevance to Australian industries;
- design transformation processes which use material, human and other resources to create products for customers;
- investigate, analyse and report on practical manufacturing and service management situations; and
- view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Hill, T., 2005, *Operations Management*, 2nd Edn., Palgrave Macmillan, Basingstoke, UK.

**Assessment:** Research Operations Assignment, 40%; Operations Case study, 10%; Sighted Examination, 50%.

### BM05602 BUSINESS PROJECT MANAGEMENT

**Locations:** City Flinders, Off-shore, Stansfield College, Singapore..

**Prerequisites:** Nil.

**Description:** Participants in this unit develop the technical, organisational and personal skills needed to manage complex projects in unstable, changeable environments. The emphasis is on achieving objectives while coping with the unexpected. Students will gain a conceptual understanding of how project management, with a blend of practice and tools underpinned by theoretical knowledge, enables successful project teams to unlock group creativity and productivity through setting goals; planning and monitoring progress towards these goals; sustaining high performance; negotiating up, down and across organisations; putting together compelling project presentations; managing risks; creating change; and sharing authority and leadership.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- Define, scope and plan a business project.
- Demonstrate a critical understanding on the business benefits on delivering and sustaining change to achieve project outcomes.
- Build a good business project delivery capability.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered using problem based learning methods, supported by a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Newton, R 2009, *The Practice and Theory of Project Management - Creating Value Through Change*, Palgrave Macmillan, NY.

**Assessment:** Other, Article Discussion, 10%. Literature Review, Essay, 25%. Project, Project Proposal, 20%. Project, Project Plan, 35%. Presentation, Project Plan Presentation, 10%.

### BM05650 MANAGING ORGANISATION KNOWLEDGE

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The need to develop the skills of the Australian workforce has been identified. This unit will allow students to explore the theories, frameworks, knowledge and skills relating to managing knowledge and learning in a variety of organisational contexts. Students will be exposed to the use of techniques and technologies in knowledge management for individual, self-managing group work and collaboration. This will enhance the students' ability to 'see what matters' in knowledge management and learning in the organisation. The unit aims to build a general understanding of managing knowledge and learning for an organisation's continued performance and value creation.

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit students will:

- Comprehend the fundamentals of organizational knowledge and knowledge management
- Understand the organisational context of knowledge and role of emerging technologies in knowledge management

- Appreciate knowledge and learning as an intellectual capital
- Develop a critical perspective on communication, sense-making, knowledge transfer and sharing, and organisational learning
- Understand organisational and individual learning and the value to an organisation
- Learn to create a culture for knowledge management and learning
- Develop a framework for performance through managing knowledge and learning
- Appreciate how to manage, evaluate and measure knowledge and learning outcomes in organisations
- Conceptualize the Learning-Knowledge Value Cycle

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop.

**Required Reading:**Gorelick, C; Milton, N and April, K, (2004) Performance Through Learning: Knowledge Management in Practice Elsevier Butterworth-Heinemann, Oxford, UK

**Assessment:**Portfolio, Concept Mapping and Stories (Individual), 30%. Essay, Literature Review (Individual), 30%. Report, Case Study Report (Group), 40%. Other, Sharing Reflections on Learning (Individual), 0%.

### BMO6506 WORK AND ORGANISATION SYSTEMS

**Locations:**City Flinders, Off-shore, Beijing Jiaotong University, China; Sunway College, Kuala Lumpur, Malaysia; Stansfield College, Singapore..

**Prerequisites:**Nil.

**Description:**This unit of study examines the major issues that managers need to understand and respond to in the context of significant changes in the world economy. These developments necessitate a rethinking of management, and they pose major challenges to conventional ideas of management. Such issues are considered in terms of the interaction between people and the organisational context within which they work. The unit of study emphasizes two approaches. First, to gain knowledge and understanding of management and what it is and, in the process, learn how to be a more effective manager. Fundamental concepts about organisations, individuals and groups in relation to management are themes included. Second, because reflective practice is at the heart of critical thinking, students will be asked to take a critical approach to their own practice, and the context in which they work.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Demonstrate an understanding of the contemporary issues related to aspects of the working environment;
- Demonstrate an awareness of the relation between managerial strategies and organisation structures, human resources, political systems and cultures;
- Demonstrate an ability to analyse and evaluate the work organisation using multiple perspectives and theories; and
- Show evidence of enhanced personal knowledge, skills and competencies that contribute to the effective management of organisations.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as

approved by the Faculty of Business and Law.

**Required Reading:**A comprehensive list of readings will be provided at the commencement of the unit. Bolman, L & Deal, T 2008, 4th edn, Reframing Organisations, Jossey-Bass, San Francisco.

**Assessment:**Project, Research Case Project, 30%. Literature Review, Research Essay, 20%. Examination, Take Home Examination, 50%.

### BMO6507 EMPLOYEE RELATIONS STRATEGIES

**Locations:**City Flinders, Jiaotong-China, AHC-Bangladesh..

**Prerequisites:**Nil.

**Description:**The aim of this unit of study is to explore the significance of employee relations and human resource factors in business strategy and planning. Topics include the wider environment and patterns of employee relations in Western and Asian countries, the impact of new production systems on employee relations, the integration of business strategy and employee relations, business strategy and management in payment and reward systems, differing corporate strategies to the development of employee skills and participation, the role of employee relations strategies in the process of organisational change, the development of enterprise bargaining and union restructure, the function of internal labour markets and their relationship with payment systems and skill formation, occupational health and safety and workplace reform and negotiation skills.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Boxall, P. and Purcell, J., 2003, Strategy and Human Resource Management, Palgrave Macmillan, London. Case Studies and Readings, BMO 6507, Employee Relations Strategies.

**Assessment:**Research Essay, 50%; Examination, 50%.

### BMO6508 OPERATIONS MANAGEMENT

**Locations:**City Flinders, Jiaotong-China, Sunway-Malaysia..

**Prerequisites:**Nil.

**Description:**This subject introduces students to the concepts and practice of operations management for manufacturing and service businesses in private and government enterprises. Managers and executives require an understanding of business production systems from the perspectives of customers, employees, directors, information communication and value streams. The integrated management of operations and the outsourcing of services and production is an important requirement for businesses.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- understand the concept of service design and provision in a range of situations;
- understand various manufacturing and supply chain policies and their application and relevance to Australian industries;
- design transformation processes which use material, human and other resources to create products for customers;
- investigate, analyse and report on practical manufacturing and service management situations; and
- view service management, tangible and intangible, as the conversion of resources, human effort and goods to achieve the specified quality at a profit.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Hill, T 2005, 2nd edn, Operations Management, Palgrave Macmillan, Basingstoke, UK.

**Assessment:**Assignment, Research Operations Assignment, 30%. Case Study, Group Presentation , 20%. Examination, Final Exam, 50%.

## **BMO6509 LEADERSHIP AND CORPORATE GOVERNANCE**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims are to develop the knowledge, personal skills and competencies to effectively lead their organisations; manage the roles and responsibilities of members of the Boards and or as senior executives of government or private sector organisations; and make corporate decisions based on ethical principles and social responsibility.

**Credit Points:**12

**Learning Outcomes:**On completion of the subject, students will have a knowledge of corporate governance, and the roles, duties, responsibilities and functions of boards, members and officers so as to understand their personal liabilities and responsibilities as a director or manager of a corporation. Students will have an understanding of the role of the Chairman and the importance of leadership in companies and be familiar with various governance models in the public and private sectors in an Australian as well as in an international context. Students will also have knowledge of the practical tools and techniques to strengthen corporate governance strategies in their organisations, and be able to assess the performance of boards and board members. Students will also acquire the knowledge, personal skills and competencies to effectively act as a member of a board and understand how to manage corporate ethical behaviour, especially the key relationship between leadership behaviours, ethical climates and good governance.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. This will comprise of 3-hour weekly seminars.

**Required Reading:**Baxt, R (2010) 19th Edition Duties and Responsibilities of Directors and Officers Australian Institute of Company Directors, Sydney Rowe, W.G and Guerrero, L (2010) Cases in Leadership Sage Publication, Boston Massachusetts

**Assessment:**Essay, Essay, 15%. Assignment, Assignment, 35%. Presentation, Case Study and Presentation, 50%.

## **BMO6510 GOVERNMENT AND BUSINESS RELATIONS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an understanding of the theory and practice of government and business relations in Australia and overseas and to develop students' investigative, analytical and interpretative skills and competencies with regard to the study of government and business relations. On completion of the unit of study students should be able to describe the major functional domains of government in Australia and the role of governments in countries with whom we trade; understand the approaches available to business leaders, organisations and governments to influence or to direct public policy.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Continuous assessment and case studies, 60%; Examination, 40%.

## **BMO6511 STRATEGIC MANAGEMENT AND BUSINESS POLICY**

**Locations:**City Flinders, BJU, China; Sunway College, Kuala Lumpur, Malaysia; Stansfield College, Singapore..

**Prerequisites:**Nil.

**Description:**Strategic Management examines the decisions, actions and processes undertaken by firms for success, growth and change in a business environment, as well as the theories underpinning these actions. Managers at all levels are involved in the strategic management process. It is therefore important that they develop their knowledge, skills, and learning capabilities in this area. The objective of this subject is to highlight and explore the principal elements in the external and internal environments impacting on organisations and to apply strategic analysis, knowledge and skills.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit of study, it is expected that students will be able to:

- undertake environmental analyses,
- complete an internal analysis of an organisation,
- apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation, and,
- develop a strategic plan for an organisation.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Hanson, D, Dowling, P.J. Hitt, MA, Ireland, RD & Haskisson, RE, 2008, 3rd edn, Strategic Management, Thomson, Australia.

**Assessment:**Assignment, Group Assignment, 20%. Presentation, Individual and Group , 20%. Examination, Final Exam, 50%. Other, External Grading, 10%.

## **BMO6512 INTERNATIONAL POLICY STUDIES**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to develop and use conceptual frameworks for the comparative analysis of public policy making; to determine recent developments in the study of policy analysis and the processes of policy formulation, implementation and evaluation; and to study major issues central to global policy.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Essay, 15%; Assignments, 35%; Case Study and Presentation, 50%.

## **BMO6513 PROFESSIONAL PRACTICE AND ETHICS**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to develop students' awareness of ethical frameworks for decision making and to introduce ethical issues and ethics practice in organisational settings. It is designed to provide the background to approach, reflect on and respond to issues of ethics and social responsibility.



**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to distinguish between ethics, legal requirements, religious doctrine and also be able to describe the role of culture in ethical decision making; demonstrate an understanding of the foundations of moral thought; identify and explain the ethical issues associated with the Western Capitalist business system; apply ethical theory to common organisational dilemmas; discuss perspectives of corporate responsibility in the context of contemporary business issues.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** TBA

**Assessment:** Essay, Written essay, 25%. Report, Group case-study report, 40%. Journal, Reflective journal, 20%. Presentation, Group seminar presentation, 15%.

### **BMO6514 QUALITY PROCESSES AND ASSURANCE IN HEALTH INDUSTRIES**

**Locations:** City Flinders.

**Prerequisites:** BMO5520 - ORGANISATION ANALYSIS AND BEHAVIOUR BMO6506 - WORK AND ORGANISATION SYSTEMS OR

**Description:** This unit of study aims to give students an understanding and appreciation of the quality assurance requirements and processes that apply in the health field, so that as managers they will be able to lead and manage quality specialists, and exercise oversight of all staff with responsibility for quality processes and assurance. This unit of study includes the following topics: use of clinical standards, performance management and client satisfaction for assessing quality assurance in health care; benchmarks, indicators and evidence of quality; continual improvement and quality practices; interaction of generalised and localised/specific quality assurance models; quality requirements of Australian health bodies; implementation of quality assurance programs in health practice sites (resources, training, standards of care).

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students will understand the broad approaches that underlie specific quality assurance processes in health industries, and will have a general understanding of the quality requirements that health professional and para-professionals work to. They will be able to provide leadership and manage the implementation of these processes in health settings.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** C. McLaughlin and A. Kaluzny, 2005, Continuous Quality Improvement in Health Care, 3rd Edition, Jones & Bartlett. R. Lloyd, 2004, Quality Health Care: A Guide to Developing and Using Indicators, Jones & Bartlett.

**Assessment:** Essay, 30%; Practice Report, 20%; Case study, 50%.

### **BMO6532 INTERNATIONAL MANAGEMENT**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aim of this unit of study is to develop an understanding of International Business from a management perspective. Specifically to consider contemporary issue in International management that illustrate the unique challenges faced by managers in the international business environment. Moreover to cover a range of international issues from a global perspective by focusing on cultural dimensions and the key concerns to multinational and global corporations. Topics to be covered include: The international business environment; managing resources in the international context; managing international business operations.

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**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Case Study, 40%; Case Study Presentation, 10%; Final Examination, 50%.

### **BMO6622 MANAGING INNOVATION AND ENTREPRENEURSHIP**

**Locations:** City Flinders, Off-shore, Beijing Jiaotong University, China; Stansfield College, Singapore; Sunway College, Kuala Lumpur, Malaysia..

**Prerequisites:** Nil.

**Description:** It is imperative that managers have an understanding of the concepts of innovation and entrepreneurship and the skills and competencies to apply this knowledge effectively within organisations. The aims of this subject are to provide study in the concepts of innovation, intrapreneurship and entrepreneurship and an appreciation of the environment in which they are practised.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of the unit, students should be able to:

- demonstrate an understanding of the issues that influence how innovation and entrepreneurship is managed in organisations;
- appreciate the issues involved in preparing a plan for stimulating and facilitating innovative activity; and
- show evidence of enhanced personal knowledge, skills and competencies as they relate to the management of innovation and entrepreneurship.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** A comprehensive list of required readings such as journals, business review publications and selected book chapters will be provided at the commencement of the unit. Allen, KR 2006, 4th edn, Launching New Ventures: an entrepreneurial approach, Houghton Mifflin, Boston.

**Assessment:** Case Study, Poster, 20%. Project, Business plan, 40%. Presentation, Presentation of business plan, 10%. Examination, Take home exam, 30%.

### **BMO6623 STRATEGIC ANALYSIS AND DECISION MAKING**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study is designed to develop each participant's knowledge, skills and capabilities in understanding organisational strengths, weaknesses, opportunities and threats in national and international contexts, and in understanding how these are used in strategic decision making. Topics covered include: environmental analysis, internal organisational analysis, models and techniques for developing strategic alternatives and for implementing and evaluating strategies, and factors affecting how strategic decisions are made, implemented and evaluated in organisations.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

- Undertake an environmental analysis;

- Complete an internal analysis of an organisation;
- Apply various models and techniques for generating strategic alternatives, implementing strategies and their evaluation;
- Develop a framework for a strategic plan for an organisation; and
- Understand and be able to apply in practice the complex factors that impact upon rational and non-rational strategic decision making.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**A booklet of readings prepared for this unit of study and available for purchase through the University Bookshop.

**Assessment:**Seminar presentation, 20%; Case study (1,500 words), 30%; Essay (2,500 words), 50%.

## BMO6624 ORGANISATION CHANGE MANAGEMENT

**Locations:**City Flinders, Off-shore, Lithan Hall, Singapore; BJU, Beijing; Ganpat University, India; ECA Sydney..

**Prerequisites:**Nil.

**Description:**This unit of study aims to enhance students' knowledge and understanding of organisational design, organisational change processes and organisational development and change; and to advance students' skills and competencies in the diagnostic processes for assessing the need for change and the development, implementation, and evaluation of change strategies at all organisational levels. The themes covered will include: An introduction to organisational development and change and different types and philosophies of change; managing change in the contexts of organisational culture, politics, gender and leadership; managing incremental change and the development of intervention change strategies at all organisational levels; the organisational change agent and the diagnostic process; managing discontinuous change; learning environments, systems thinking and change in organisations.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- extend their current understanding of the components and processes of organisation change and their implications for managers;
- investigate, interpret and assess various change and development philosophies and models;
- demonstrate an understanding of the difference between incremental and discontinuous change;
- ascertain and develop change strategies for the individual, group, inter-group and organisation levels;
- determine and explore the significant managerial and leadership implications of managing change in organisations; and
- develop skills in change management processes.

**Class Contact:**One-hour lecture and 2 hour tutorials (or equivalent).

**Required Reading:**Brown, D 2011, 8th edn, An Experiential Approach to Organisation Development, Pearson Education, New Jersey.

**Assessment:**Assignment, Individual Learning Journal and Participation, 15%. Assignment, Rationales and Strategies for Change, 25%. Presentation, Group Experiential Presentation, 20%. Project, Major Case Study Project, 40%.

## BMO6625 PERFORMANCE MANAGEMENT AND REWARDS

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide students with knowledge of key trends and issues in performance management and rewards and to explore the strategic importance of the issues of work motivation, pay equity, the methods of pay and performance management as well as the systems of performance pay. The unit of study will include the following topics: critical analysis of performance management ethics through providing an overview of the main issues involved in performance management, including rationales for conducting it, the costs and benefits of performance management and the alternatives to it; expected as well as unintended strategic, organizational, team and individual outcomes that may emerge from performance management; critical analysis of contemporary theory and practice in performance management and the history of performance management; popular techniques for conducting performance evaluations; the links between performance evaluation and systems of remuneration and opportunities for employee development and promotion.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students are expected to:

- Demonstrate knowledge of key trends and issues in performance management systems and rewards;
- Critically analyse the tangible and intangible strategic value of performance management systems; and
- Apply theory to practice in an action learning project on performance management and remuneration systems.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Shields J. 2007, Managing Employee Performance and Reward Concepts, Practices, Strategies, Cambridge University Press, Cambridge.

**Assessment:**Action Learning Project, 40% ; Literature Research Report, 50%; and Presentation of Research findings, 10%.

## BMO6630 BUSINESS RESEARCH METHODS

**Locations:**City Flinders, Beijing Jiaotong University, China; Sunway College, Kuala Lumpur, Malaysia; Stansfield College, Singapore..

**Prerequisites:**Nil.

**Description:**To be successful organisations not only need to base their business decisions on evidence but also know how to collect and analyse this evidence in a cost effective manner. Business analysts, managers and other professionals engaged in managerial and supervisory tasks are required to conduct research projects, or to supervise staff undertaking programs under their direction and to evaluate research proposals and research work completed by contracted professionals. To fulfil these responsibilities and to become evidence based practitioners managers must possess knowledge of a range of research methods and techniques and be competent in their application.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Understand the principles involved in planning and executing a research project;

- Conceptualise a research problem and to assess it in the context of current knowledge on the subject;
- Operationalise concepts to formulate and to test hypotheses;
- Develop or select appropriate measurement instruments for data collection and hypotheses testing;
- Understand the principles for collection and analysis of data and other information; and
- Write reports and review the results of research.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**Saunders, M, Thornhill, A & Lewis P 2009, 5th edn, Research Methods for Business Students, Financial Times Press, UK.

**Assessment:**Project, Business Project Proposal, 50%. Poster, Poster Write Up, 30%. Presentation, Poster Presentation, 20%.

### **BMO7700 THESIS (FULLTIME)**

**Locations:**Footscray Park, City Flinders.

**Prerequisites:**BMO6630 - BUSINESS RESEARCH METHODS

**Description:**The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

**Credit Points:**36

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by supervisor.

**Assessment:**Thesis, 100%. Pass/fail based on a panel examination of the thesis.

### **BMO7701 THESIS (PART TIME)**

**Locations:**Footscray Park, City Flinders.

**Prerequisites:**BMO6630 - BUSINESS RESEARCH METHODS

**Description:**The minor thesis provides students with an opportunity to apply knowledge, competencies and skills gained and developed through the coursework programs to the solution of a business problem. The research thesis of approximately 12,000 words of publishable quality is based, ideally, on the proposal developed in the unit of study Business Research Methods. The thesis topic must be approved by the course director.

**Credit Points:**18

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by supervisor.

**Assessment:**Thesis, 100%. Pass/fail based on a panel examination of the thesis.

### **BMO7744 READINGS IN LABOUR STUDIES**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The main purpose of this unit of study is to develop students' reading, research and analytical skills and to prepare students for advanced studies in industrial relations. Course content includes a book review on a topic of general

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interest; several pieces of analytical reading to be both presented in class and written formally; development of a critical literature review; and development of research papers. Each component is to be thoroughly discussed in class in a way which seeks to enhance students' skills of analysis and critique.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:**To be advised by lecturer.

**Assessment:**Research Paper, 20%; Literature Review, 40%; Book Review, 40%.

### **BMO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:**Two year full time, Four years part time.

**Required Reading:**To be advised by lecturer.

**Assessment:**Dissertation, 100%.

### **BMO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Class Contact:**Two year full time, Four years part time.

**Required Reading:**To be advised by lecturer.

**Assessment:**Dissertation, 100%.

### **BMO8002 PHD (RESEARCH) (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Student should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:** Three years full time, Six years part time.

**Required Reading:** To be advised by lecturer.

**Assessment:** Research Paper, 100%.

### **BMO8003 PHD (RESEARCH) (PART TIME)**

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Student should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:** 24

**Class Contact:** Three years full time, Six years part time.

**Required Reading:** To be advised by lecturer.

**Assessment:** Research Paper, 100%.

### **BMO9800 RESEARCH THESIS (FULL TIME)**

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** Preparation of research thesis.

**Credit Points:** 48

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:** Research Thesis, 100%.

### **BMO9801 RESEARCH THESIS (PART TIME)**

**Locations:** City Flinders.

**Prerequisites:** Please Enquire.

**Description:** Preparation of research thesis.

**Credit Points:** 24

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law.

**Assessment:** Research Thesis, 100%.

# VICTORIA LAW SCHOOL

Below are details of courses offered by the Victoria Law School in 2013.

This information is also available online on the University's searchable courses database at [www.vu.edu.au/courses](http://www.vu.edu.au/courses)

## BACHELOR OF LAWS/BACHELOR OF BUSINESS

**Course Code:**BBLI

**Campus:**Footscray Park, City Queen, City Flinders.

**About this course:**We understand that you need to determine your own path in life, create your own degree leading to your own individual career. The Bachelor of Laws / Bachelor of Business offers you the flexibility and the professional development you need to do this. This double degree meets academic and professional requirements for graduates to be admitted to legal practice in Victoria. It also offers graduates the opportunity to develop their skill, knowledge and professional acumen across a range of business specialisations, preparing them for careers in the legal community, business and government. The Victoria Law School provides a focus on both practical and theoretical learning, both in legal profession or in other business settings. Class sizes are small and lecturers and teaching staff are approachable and available.

**Course Objectives:**The Bachelor of Laws / Bachelor of Business course aims to:

- Produce intellectually well rounded law and business graduates who have the professional and academic skills required to work in a variety of legal and/or commercial or business settings;
- Provide students with a range of legal professional skills such as advocacy, ethical judgement, communication, legal research and writing, interviewing and negotiation and relevant legal professional computing and related skills;
- Provide specialised education and skills in core areas of law as well as in various areas of commercial law, particularly those which have a comparative dimension;
- Provide graduates with such other attributes and competencies as would be expected of law graduates from an Australian law school and to satisfy the academic requirements for admission to legal practice in Victoria;
- Produce graduates with a sound education in the principles and practice of a business specialisation by providing a comprehensive overview of relevant issues, methodologies, and techniques within the context of the Australian and/or international business environments.

**Careers:**Graduates of the Bachelor of Laws / Bachelor of Business meet the academic and professional requirements to be admitted to legal practice in Victoria. They also have the opportunity to begin careers in a legal capacity in a government department or agency such as Treasury or Foreign Affairs at a federal level or in state government. They may also begin a career in community legal centres supporting legal access in particular geographic locations. There is also the opportunity to begin a career in-house in a profit or not-for-profit business. This is where the flexibility of the Bachelor of Business really allows graduates to focus their career opportunities,

by developing their skill, knowledge-base and professional acumen in their business specialisation of choice.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission into the Bachelor of Laws / Bachelor of Business, applicants must have successfully completed a course of study at Year 12 or equivalent. Year 12 Prerequisites: Units 3 and 4 & a study score of at least 35 in English (ESL) or 30 in any other English. Selection Mode: Current Year 12 applicants: ATAR and two-stage process with a middle-band of approximately 20%. Middle-band: consideration is given to performance in the full range of Year 12 studies undertaken.

**Admission Requirements International:**Applicants must provide evidence of proficiency in the English language: International English Language Testing System (IELTS) result with an overall score of 6.5 and no individual band score less than 6.0. Applicants must also have completed a secondary school qualification equivalent to Australia's Year 12.

**Admission Requirements Mature Age:**Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.

**Admission Requirements Other:**Interview (some applicants only): Details will be provided by telephone and/or mail to the applicants required to attend.

## COURSE STRUCTURE

The course is usually offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws / Bachelor of Business may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units:

- Pass = 5 points;
- Credit = 6 points;
- Distinction = 7 points; and
- High Distinction = 8 points.

In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list):

- Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation;
- Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation;
- Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

The course total of 40 Units of Study for this double degree is comprised of:

- 20 compulsory law units of study (mandatory)
- 4 elective law units of study selected from an approved list
- 6 core business units (mandatory)
- 3 Professional Development units (mandatory)
- A compulsory 7 unit specialisation in any of the following 15 business specialisations:
  - Accounting
  - Banking and Finance
  - Event Management
  - Financial Risk Management
  - Global Logistics and Transport
  - Hospitality Management
  - Human Resource Management
  - International Business
  - International Trade
  - Management
  - Marketing
  - Music Industry
  - Retail Commerce
  - Small Business and Entrepreneurship
  - Tourism Management

Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12

BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

Elective Law Units of Study

Select four of the following:

BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12

or an unspecified Law unit of study approved by the Head of the Victoria Law School

Core Business Units of Study

BAO1101	ACCOUNTING FOR DECISION MAKING	12
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BE01105	ECONOMIC PRINCIPLES	12

BE01106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

#### Business Specialisation Units of Study

Students will be required to choose a specialisation to study from the list of specialisations below

#### Professional Development Business Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

\* Students enrolling in either of the following business specialisations will be required to complete a compulsory year of industry experience instead of BFP2100 Professional Development 2 - Analysis and Strategy and BFP3001 Professional Development 3. This will extend the length of the program to six calendar years. 1. Hospitality Management 2. Tourism Management Students enrolling in the Event Management specialisation are required to complete a semester of compulsory industry experience instead of BFP3001 Professional Development 3.

BSPACC	ACCOUNTING
BSPBAF	BANKING AND FINANCE
BSPEVM	EVENT MANAGEMENT
BSPFRM	FINANCIAL RISK MANAGEMENT
BSPGLT	GLOBAL LOGISTICS AND TRANSPORT
BSPHOS	HOSPITALITY MANAGEMENT
BSPHRM	HUMAN RESOURCE MANAGEMENT
BSPIBU	INTERNATIONAL BUSINESS
BSPITR	INTERNATIONAL TRADE
BSPMAN	MANAGEMENT
BSPMAR	MARKETING
BSPMUI	MUSIC INDUSTRY
BSPREC	RETAIL COMMERCE
BSPSBE	SMALL BUSINESS AND ENTREPRENEURSHIP
BSPTOM	TOURISM MANAGEMENT

## GRADUATE DIPLOMA IN IMMIGRATION LAW

**Course Code:**BGAL

**Campus:**Industry, City Queen.

**About this course:**The course aims to provide students with an understanding of Australian Immigration Law and practice and will enable existing practitioners, accounting, legal and others to expand their areas of practice. Students who successfully complete the appropriate combination of units will be eligible to practice as registered Australian Migration Agents. This course is designed to meet the needs of industry and enhance the career prospects for students. It provides a continuing educational pathway for graduates of the Graduate Certificate in Australian Migration Law and Practice nationally and prepares students to undertake further studies. The Graduate Diploma is designed to develop students' skills in:

- Legal research and drafting to support academic studies and to enable provision of complex advice and submission writing in the workplace
- Understanding the complexity of the migrant experience
- Contextualising content in the context of current and future policy and procedural trends
- Analysing administrative and judicial decisions to apply to a workplace context in providing advice and writing submissions
- Professional communication skills that enhances career prospects
- Identifying and resolving complex immigration law problems

**Course Objectives:**This course is designed to meet the needs of the migration agent industry and enhance the career prospects for students. It provides a continuing educational pathway for graduates of the Graduate Certificate in Australian Immigration Law and Practice nationally and prepares students for further higher education studies. The Graduate Diploma in Immigration Law is designed to develop students' skills in:

- Legal research and drafting to support academic studies and to enable provision of complex advice and submission writing in the workplace;
- Understanding the complexity of the migrant experience;
- Contextualising content in the context of current and future policy and procedural trends;
- Analysing administrative and judicial decisions to apply to a workplace context in providing advice and writing submissions;
- Professional communication skills that enhances career prospects; and
- Identifying and resolving complex immigration law problems.

**Careers:**The course prepares graduates to gain employment as migration agent, specialists in immigration law, specialists in public sector immigration policy and customs.

**Course Duration:**1 year

**Admission Requirements Year 12:**A completed degree and/or Graduate Certificate in Australian Immigration Law OR relevant industry experience with the immigration industry.

**Admission Requirements International:**International students must provide evidence of proficiency in the English language with an International English Language Testing System (IELTS) or equivalent overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:** A completed degree and/or Graduate Certificate in Australian Immigration Law OR relevant industry experience with the immigration industry.

**Admission Requirements VET:** A completed degree and/or Graduate Certificate in Australian Immigration Law OR relevant industry experience with the immigration industry.

#### COURSE STRUCTURE

The course is offered on a full-time basis over one year and on a part-time basis over two years. Each student must obtain 96 credit points to graduate. The eight postgraduate units of study each carry a value of 12 credit points.

BLO5602	ADVANCED AUSTRALIAN IMMIGRATION LAW	12
BLO5603	ADMINISTRATIVE LAW AND PRACTICE	12
BLO5605	AUSTRALIAN IMMIGRATION LAW	12
BLO5606	AUSTRALIA'S VISA SYSTEM	12
BLO5607	VISA COMPLIANCE, CANCELLATION AND REVIEW	12
BLO5608	APPLIED MIGRATION LAW AND PRACTICE	12

AND

A further 2 units of study to be chosen from the following:

BLO5604	REFUGEE LAW AND PRACTICE	12
BLO5609	PRACTICAL MIGRATION WORK PLACEMENT	12
BLB5511	PLAIN ENGLISH AND COMMERCIAL DRAFTING	12
BLB5513	ADVANCED RESEARCH METHODS IN LAW	12

or a unit of study approved by the course coordinator

\* Students must successfully complete these units of study to be eligible for registration with the Migration Agents Registration Authority (MARA).

#### GRADUATE DIPLOMA IN NOTARIAL PRACTICE

**Course Code:** BGCN

**Campus:** City Queen.

**About this course:** This program provides students with a sound understanding of the jurisdiction and legal differences between the Australian legal system and those that place special significance on the role of the notary.

**Course Objectives:** The objective of the course is to provide students with a formal education in relevant legal units of study to enable them to qualify as Public Notaries. The course aims to provide an in-depth knowledge of the work of a notary including notarial acts, Bills of Exchange and other professional functions. It also aims to provide an overview of the world's legal systems that will assist Public Notaries preparing notarial acts for foreign jurisdictions in Europe and the Asia-Pacific region, especially those with culturally diverse populations maintaining connections with many homelands.

**Careers:** Legal profession.

**Course Duration:** 1 year

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must be engaged in practice as a Notary or be seeking appointment as a Public Notary in Victoria or in another jurisdiction.

#### COURSE STRUCTURE

The course can be completed at a student's own pace but it is estimated that it would take 2-3 months to complete. Students will be required to complete the course within 24 months of commencement.

ZCC5002	NOTARIAL PRACTICE - THEORY	24
ZCC5003	COMPARATIVE LAW	24
ZCC5001	PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS	24
ZCC5004	NOTARIAL PRACTICE - PRACTICAL	24

#### GRADUATE DIPLOMA IN COMMERCIAL ARBITRATION

**Course Code:** BGLC

**Campus:** City Queen.

**About this course:** This course is designed for lawyers, professionals, executives and others with existing expertise in a broad range of professional, industrial and commercial activities who require a postgraduate qualification in managing and resolving commercial disputes. The units of study offered in the course are relevant to a range of professionals who are negotiating or managing commercial contracts and operations, and to others who interact with such activities including professional services in resolving disputes.

**Course Objectives:** This course is designed for lawyers, professionals, executives and others with existing expertise in a broad range of professional, industrial and commercial activities who require a postgraduate qualification in managing and resolving commercial disputes.

**Careers:** Arbitration.

**Course Duration:** 1 year

**Admission Requirements Year 12:** To qualify for admission to the course an applicant must have successfully completed a relevant three year undergraduate degree together with relevant experience equivalent to an additional year of study; or four or more year undergraduate degree; or postgraduate qualification. Students who gain admission may be required to undertake additional and preliminary coursework as directed by the Course Co-ordinator. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.

#### COURSE STRUCTURE

The course requires the successful completion of either eight coursework units of study or six coursework units of study and the dissertation.



BLB5555	COMMERCIAL CONTRACTS	12
BLB5556	ADVANCED ALTERNATIVE DISPUTE RESOLUTION	12
BLB5557	COMMERCIAL ARBITRATION LAW	12
BLB5558	COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE	12
BLB5559	INTERNATIONAL COMMERCIAL ARBITRATION	12
BLB5560	JUDGEMENT, DECISION AND AWARD WRITING	12

Plus:

Two units of study approved by the Course Co-ordinator

or

BLB5520	DISSERTATION	24
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Students who successfully complete four approved units of study are eligible to exit the course with the Graduate Certificate in Commercial Arbitration.

## BACHELOR OF LAWS/BACHELOR OF ARTS

**Course Code:**BLAA

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree will provide students with the knowledge, skills and competencies that are essential for the education and training of lawyers in humanities and social sciences.

**Course Objectives:**The course will provide students with knowledge, skills and competencies in areas that are essential for the education and training of a lawyer in the context of the humanities and social sciences. Graduates of this program will be exposed to a wide range of learning and teaching strategies that aim to effectively develop the core competencies.

**Careers:**The course prepares graduates to gain employment as a lawyer and other humanities and social science related positions.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 35 in English (ESL) or 30 in any other English. Selection Mode: Current Year 12 applicants: Australian Tertiary Admission Rank (ATAR) or equivalent and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ATAR and/or academic record\*. Applicants may be required to participate in an interview as part of the selection process. Middle-band: A study score of at least 35 in English (any), humanities (any) or legal studies= an aggregate of 2 points higher per study. A study score of at least 30 in English (any), humanities (any) or legal studies= an aggregate 1 point higher per study. Consideration may also be given to the SEAS application. Overall maximum of 6 aggregate points. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of

proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements Other:**There are no special admission requirements for this course.

## COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

Bachelor of Laws Component

Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12

BLB2124	CORPORATIONS LAW 2	12	BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB3128	CRIMINAL LAW	12	BLB4138	CONFLICT OF LAWS	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12	BLB3138	CRIMINAL LAW 2	12
BLB4136	EQUITY AND TRUSTS	12		Elective	
BLB4139	EVIDENCE	12		One unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university	
BLB2126	FEDERAL CONSTITUTIONAL LAW	12		Bachelor of Arts Component	
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12		192 credit points of study comprising Arts specialisations and electives	
BLB3131	LAWYERS AND LEGAL ETHICS	12		Arts Specialisations	
BLB1114	LEGAL RESEARCH METHODS	12		Students choose two specialisations and complete six units in each of these (or ten in Psychology for APAC accreditation)	
BLB2121	LEGAL THEORY	12		Students undertake two specialisation sequences from the following list:	
BLB2120	LEGAL WRITING AND DRAFTING	12		ASPACES Advanced English for Speakers of Other Languages (AESOL)	
BLB2125	REAL PROPERTY LAW	12		ASPASI Asian Studies	
BLB1115	TORTS	12		ASPCOM Communication Studies	
Law Electives				ASPGEN Gender Studies	
Select four of the following:				ASPHIS History	
BLB4144	EUROPEAN UNION LAW	12		ASPLIT Literary Studies	
BLB3136	FAMILY LAW IN SOCIETY	12		ASPMED Media Studies	
BLB4145	HUMAN RIGHTS LAW	12		ASPPES Performance Studies	
BLB3129	INTELLECTUAL PROPERTY LAW	12		ASPPOL Political Science	
BLB4141	INTERNATIONAL TRADE LAW	12		ASPPRW Professional Writing	
BLB4140	PRIVACY AND MEDIA LAW	12		ASPPSY Psychology	
BBB3200	PROFESSIONAL LEGAL PRACTICE	12		ASPSRM Social Research Methods	
BLB4143	PUBLIC INTERNATIONAL LAW	12		ASPSOC Sociology	
BLB3132	SECURITIES LAW	12		ASPVIS Visual Arts	
BLB3134	TAXATION LAW	12		ASPVIE Vietnamese	
BLB1125	TORTS 2	12		Course Structure For Students Not Undertaking Psychology As A Specialisation	
BLB2123	TRADE PRACTICES LAW AND POLICY	12		Core Unit	
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12		ACX1001 KNOWING AND KNOWLEDGE A	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12		Plus Specialisation One - six units	
BLB4137	ASIAN LEGAL SYSTEMS	12		Plus Specialisation Two - six units	
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12			

Plus three electives

Course Structure For Students Undertaking Psychology As A Specialisation

Specialisation One (Psychology) - ten units

Plus Specialisation Two- six units

ASPAES	ADVANCED ENGLISH FOR SPEAKERS OF OTHER LANGUAGES (AESOL)
ASPASI	ASIAN STUDIES
ASPCOM	COMMUNICATION STUDIES
ASPGEN	GENDER STUDIES
ASPHIS	HISTORY
ASPLIT	LITERARY STUDIES
ASPMED	MEDIA STUDIES
ASPPES	PERFORMANCE STUDIES
ASPPOL	POLITICAL SCIENCE
ASPPRW	PROFESSIONAL WRITING
ASPPSY	PSYCHOLOGY
ASPSRM	SOCIAL RESEARCH METHODS
ASPSOC	SOCIOLOGY
ASPVIS	VISUAL ARTS
ASPVIE	VIETNAMESE

## BACHELOR OF LAWS

Course Code:BLAW

Campus:City Queen.

**About this course:**This degree will provide the student with a broad ranging program combining foundation subjects, the compulsory "Priestley Eleven" subjects for admission to legal practice in Victoria, practical subjects to hone the student's legal skills, and a range of electives to enable the student to explore the areas of law in which the student is particularly interested in.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for admission to legal practice in Victoria. The course will equip graduates to obtain employment in law firms, at the Bar and elsewhere. The course aims to produce intellectually well-rounded law graduates who have the professional and academic skills required to work in a variety of legal settings. To provide students with a range of legal professional skills, such as advocacy, ethical judgement, communication, legal research and writing, interviewing and negotiation and relevant legal professional computing skills. To provide specialised education and skills in core areas

of law as well as in various areas of commercial law, especially those which have a comparative dimension. To provide graduates with such other attributes and competencies as would be expected of law graduate from an Australian Law School and to satisfy the academic requirements for admission to legal practice in Victoria.

**Careers:**The course prepares graduates to gain employment in the legal sector.

**Course Duration:**4 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 35 in English (ESL) or 30 in any other English. Selection Mode: Current Year 12 applicants: Australian Tertiary Admission Rank (ATAR) or equivalent and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ATAR and/or academic record\*. Applicants may be required to participate in an interview as part of the selection process. Middle-band: A study score of at least 35 in English (any), humanities (any) or legal studies= an aggregate 2 points higher per study. A study score of at least 30 in English (any), humanities (any) or legal studies=an aggregate 1 point higher per study. Consideration may also be given to the SEAS application. Overall maximum of 6 aggregate points. \* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

## COURSE STRUCTURE

The course is offered over four years on a full-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 384 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the

unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

#### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

#### Electives

Minimum of eight units of study from the following:

BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12

BLB3138	CRIMINAL LAW 2	12
BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12

#### Electives

Four unspecified unit approved by the Head of School taken from an LLB program offered by an Australian university.

### BACHELOR OF LAWS/BACHELOR OF BUSINESS (ACCOUNTING)

**Course Code:**BLBA

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree provides the student with a broad ranging program so that the student can meet the academic and professional requirements in both law (admission to legal practice in Victoria) and accounting.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in both law and accounting. The combined degree will equip graduates to obtain employment in law, business and government, in the finance sector, at the Bar and elsewhere.

**Careers:**The course prepares graduates to gain employment as a lawyer, accountant or other specialist positions in the legal or business world.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate

educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:** Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:** Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:** Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

#### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12

BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

#### Elective Law Units of Study

Select four of the following:

BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12

BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12

Unspecified Law unit of study approved by the Head of School

#### Core Business Units of Study

BAO1101	ACCOUNTING FOR DECISION MAKING	12
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

#### Specialisation Units of Study - Accounting

BAO1107	ACCOUNTING INFORMATION SYSTEMS	12
BAO2202	FINANCIAL ACCOUNTING	12
BAO2203	CORPORATE ACCOUNTING	12
BAO2204	MANAGEMENT ACCOUNTING	12
BAO3309	ADVANCED FINANCIAL ACCOUNTING	12
BAO3307	CORPORATE FINANCE	12
BAO3312	ADVANCED MANAGEMENT ACCOUNTING	12

#### Professional Development Business Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

### BACHELOR OF LAWS/BACHELOR OF BUSINESS (APPLIED ECONOMICS)

**Course Code:**BLBE

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice in Victoria) and gain a solid education in applied economics.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements in law and applied economics. The combined degree will equip graduates to obtain

employment in law, business and government, in the economics sector, at the Bar and elsewhere.

**Careers:**The course prepares graduates to gain employment as a lawyer or other positions in the economics sector.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this

double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12
Elective Law Units of Study>Select four of the following:		
BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12

BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12

One unspecified Law unit of study approved by the Head of School

Core Business Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BH01171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

Specialisation Units of Study - Applied Economics

BEO2250	QUANTITATIVE METHODS FOR ECONOMICS AND BUSINESS	12
BEO2254	STATISTICS FOR BUSINESS AND MARKETING	12
BEO2263	MACROECONOMIC ANALYSIS	12
BEO2264	MICROECONOMIC ANALYSIS	12
BEO2283	APPLIED REGRESSION ANALYSIS	12
BEO2284	BUSINESS FORECASTING METHODS	12
BEO3366	ECONOMIC POLICY AND RESEARCH	12

Professional Development Business Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
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BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (BANKING AND FINANCE)

**Course Code:**BLBF

**Campus:**Footscray Park, City Queen, City Flinders.

**About this course:**This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice in Victoria) and gain a solid education in banking and finance.

**Course Objectives:**The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and financial activities in addition to development of a sound education. The course also aims to satisfy the academic requirements for admission to practice as a legal practitioner in Victoria.

**Careers:**The course prepares graduates to gain employment as a lawyer or other positions in the banking and finance industry.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\*

Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of

Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12



Elective Law Units of Study		BAO3402	INTERNATIONAL BANKING AND FINANCE	12	
Select four of the following:		BAO3403	INVESTMENT AND PORTFOLIO MANAGEMENT	12	
BLB4144	EUROPEAN UNION LAW	12	BAO3404	CREDIT AND LENDING DECISIONS	12
BLB3136	FAMILY LAW IN SOCIETY	12	BE03446	FINANCIAL INSTITUTIONS AND MONETARY THEORY	12
BLB4145	HUMAN RIGHTS LAW	12	BE03447	COMMERCIAL BANKING AND FINANCE	12
BLB3129	INTELLECTUAL PROPERTY LAW	12	BLO3405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12
BLB4141	INTERNATIONAL TRADE LAW	12	Professional Development Business Units of Study		
BLB4140	PRIVACY AND MEDIA LAW	12	BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12	BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BLB4143	PUBLIC INTERNATIONAL LAW	12	BFP3001	PROFESSIONAL DEVELOPMENT 3	12
BLB3132	SECURITIES LAW	12	Professional Recognition		
BLB3134	TAXATION LAW	12	It is expected that students will be eligible for membership of the Australian Institute of Banking and Finance as Senior Associates. Graduates would also be eligible to become members of the Law Institute of Victoria.		
BLB1125	TORTS 2	12	<b>BACHELOR OF LAWS/BACHELOR OF BUSINESS (INTERNATIONAL TRADE)</b>		
BLB2123	TRADE PRACTICES LAW AND POLICY	12	<b>Course Code:</b> BLBI		
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12	<b>Campus:</b> Footscray Park, City Queen, City Flinders.		
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12	<b>About this course:</b> This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice) and gain a solid education in international trade.		
BLB4137	ASIAN LEGAL SYSTEMS	12	<b>Course Objectives:</b> The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and international trade. The degree will prepare graduates for employment in law, business and government, in the trade sector, at the Bar and elsewhere.		
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12	<b>Careers:</b> The course prepares graduates to gain employment as a lawyer or other specialist positions in the international trade industry.		
BLB3133	COMPARATIVE COMMERCIAL LAW	12	<b>Course Duration:</b> 5 years		
BLB4138	CONFLICT OF LAWS	12	<b>Admission Requirements Year 12:</b> To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English		
BLB3138	CRIMINAL LAW 2	12			
One unspecified Law unit of study approved by the Head of School					
Core Business Units of Study					
BAO1101	ACCOUNTING FOR DECISION MAKING	12			
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12			
BE01105	ECONOMIC PRINCIPLES	12			
BE01106	BUSINESS STATISTICS	12			
BHO1171	INTRODUCTION TO MARKETING	12			
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12			
Specialisation Units of Study - Banking and Finance					
BAO1107	ACCOUNTING INFORMATION SYSTEMS	12			

language:International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

#### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12

BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

#### Elective Law Units of Study

Select four units of study:

BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12

BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12
One unspecified Law unit of study approved by the Head of School		
Core Business Units of Study		
BAO1101	ACCOUNTING FOR DECISION MAKING	12
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
Specialisation Units of Study - International Trade		
BEO1252	INTERNATIONAL BUSINESS CONTEXT	12
BEO2254	STATISTICS FOR BUSINESS AND MARKETING	12
BEO3378	INTERNATIONAL ECONOMICS AND FINANCE	12
BEO3430	INTERNATIONAL ECONOMIC ANALYSIS	12
BEO3432	STRATEGIC INTERNATIONAL TRADE OPERATIONS	12
BEO3517	INTERNATIONAL TRADE PRACTICES	12
BHO3373	INTERNATIONAL MARKETING	12
Professional Development Business Units of Study		
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (MARKETING)

**Course Code:**BLBK

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice in Victoria) and gain a solid education in marketing.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and marketing. The combined degree will equip graduates to obtain employment in law, business and government, in the marketing sector, at the Bar and elsewhere.

**Careers:**The course prepares graduates to gain employment as a lawyer or other specialise positions in the marketing sector.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12	BLB3134	TAXATION LAW	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12	BLB1125	TORTS 2	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12	BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB1118	CONSTITUTIONAL LAW	12	BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB1102	CONTRACTS 1	12	BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB1117	CONTRACTS 2	12	BLB4137	ASIAN LEGAL SYSTEMS	12
BLB2119	CORPORATIONS LAW 1	12	BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB2124	CORPORATIONS LAW 2	12	BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB3128	CRIMINAL LAW	12	BLB4138	CONFLICT OF LAWS	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12	BLB3138	CRIMINAL LAW 2	12
BLB4136	EQUITY AND TRUSTS	12	One unspecified Law unit of study approved by the Head of School		
BLB4139	EVIDENCE	12	Core Business Units of Study		
BLB2126	FEDERAL CONSTITUTIONAL LAW	12	BA01101	ACCOUNTING FOR DECISION MAKING	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12	BC01102	INFORMATION SYSTEMS FOR BUSINESS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12	BE01105	ECONOMIC PRINCIPLES	12
BLB1114	LEGAL RESEARCH METHODS	12	BE01106	BUSINESS STATISTICS	12
BLB2121	LEGAL THEORY	12	BH01171	INTRODUCTION TO MARKETING	12
BLB2120	LEGAL WRITING AND DRAFTING	12	BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
BLB2125	REAL PROPERTY LAW	12	Specialisation Units of Study - Marketing		
BLB1115	TORTS	12	BHO3439	MARKETING SERVICES AND EXPERIENCES	12
Elective Law Units of Study			BHO2257	ADVERTISING AND MARKETING COMMUNICATIONS	12
Select four units of study:			BHO2258	PRODUCT AND BRAND MANAGEMENT	12
BLB4144	EUROPEAN UNION LAW	12	BHO2285	MARKETING RESEARCH	12
BLB3136	FAMILY LAW IN SOCIETY	12	BHO2434	CONSUMER BEHAVIOUR	12
BLB4145	HUMAN RIGHTS LAW	12	BHO3254	ADVANCED MARKETING RESEARCH	12
BLB3129	INTELLECTUAL PROPERTY LAW	12	BHO3435	MARKETING PLANNING AND STRATEGY	12
BLB4141	INTERNATIONAL TRADE LAW	12	Professional Development Business Units of Study		
BLB4140	PRIVACY AND MEDIA LAW	12	BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12	BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BLB4143	PUBLIC INTERNATIONAL LAW	12	BFP3001	PROFESSIONAL DEVELOPMENT 3	12
BLB3132	SECURITIES LAW	12			

## BACHELOR OF LAWS/BACHELOR OF BUSINESS (MANAGEMENT)

**Course Code:**BLBM

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice in Victoria) and gain a solid education in management.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and management. The combined degree will equip graduates to obtain employment in law, business and government, in the management sector, at the Bar and elsewhere.

**Careers:**The course prepares graduates to gain employment as a lawyer or other senior management positions in the business world.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Business combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units

successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

### Elective Law Units of Study

Select four units of study:

BLB4144	EUROPEAN UNION LAW	12	BMO3320	INTERPERSONAL AND ORGANISATIONAL NEGOTIATION	12
BLB3136	FAMILY LAW IN SOCIETY	12	BMO3327	ORGANISATIONAL CHANGE AND DEVELOPMENT	12
BLB4145	HUMAN RIGHTS LAW	12	BMO3422	STRATEGIC MANAGEMENT	12
BLB3129	INTELLECTUAL PROPERTY LAW	12	BMO4422	INNOVATION AND ENTREPRENEURSHIP	12
BLB4141	INTERNATIONAL TRADE LAW	12	Professional Development Business Units of Study		
BLB4140	PRIVACY AND MEDIA LAW	12	BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12	BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BLB4143	PUBLIC INTERNATIONAL LAW	12	BFP3001	PROFESSIONAL DEVELOPMENT 3	12
BLB3132	SECURITIES LAW	12	<b>BACHELOR OF LAWS/BACHELOR OF BUSINESS (TOURISM MANAGEMENT)</b>		
BLB3134	TAXATION LAW	12	<b>Course Code:</b> BLBT		
BLB1125	TORTS 2	12	<b>Campus:</b> Footscray Park, City Queen.		
BLB2123	TRADE PRACTICES LAW AND POLICY	12	<b>About this course:</b> This combined degree develops highly skilled and employable graduates who have a well-balanced combination of core business, specialist law and tourism, and generic skills and knowledge.		
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12	<b>Course Objectives:</b> The aim of the course is to develop highly skilled and employable graduates who have a well-balanced combination of core business, specialist law and tourism, and generic skills and knowledge. This will enable them to be successful and effective managers in the legal professional and/or the tourism industry or any other chosen field.		
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12	<b>Careers:</b> The course prepares graduates to gain employment as a lawyer or other positions in the tourism management industry.		
BLB4137	ASIAN LEGAL SYSTEMS	12	<b>Course Duration:</b> 5 years		
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12	<b>Admission Requirements Year 12:</b> To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission.In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language:International English Language Testing System - overall score of 6 and no individual band score less than 6.0.		
BLB3133	COMPARATIVE COMMERCIAL LAW	12	<b>Admission Requirements International:</b> Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.		
BLB4138	CONFLICT OF LAWS	12	<b>Admission Requirements Mature Age:</b> Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic		
BLB3138	CRIMINAL LAW 2	12			
One unspecified Law unit of study approved by the Head of School					
Core Business Units of Study					
BAO1101	ACCOUNTING FOR DECISION MAKING	12			
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12			
BEO1105	ECONOMIC PRINCIPLES	12			
BEO1106	BUSINESS STATISTICS	12			
BHO1171	INTRODUCTION TO MARKETING	12			
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12			
Specialisation Units of Study - Management					
BMO3220	HUMAN RESOURCE MANAGEMENT	12			
BMO2181	OPERATIONS MANAGEMENT	12			
BMO3292	BUSINESS ETHICS	12			

record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:** Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

#### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12

BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

#### Elective Law Units of Study

Select four units of study:

BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12

One unspecified Law unit of study approved by the Head of School

#### Core Business Units of Study

BA01101	ACCOUNTING FOR DECISION MAKING	12
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BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BE01105	ECONOMIC PRINCIPLES	12
BE01106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12

#### Specialisation Units of Study - Tourism Management

BHO1190	INTRODUCTION TO TOURISM	12
BHO1193	TOURISM PRODUCT DESIGN AND DELIVERY	12
BHO2255	TOURISM ENTERPRISE MANAGEMENT	12
BHO2256	TOURISM HOSPITALITY AND EVENTS MARKETING	12
BHO3498	CURRENT TRENDS AND ISSUES IN INTERNATIONAL TOURISM	12
BHO3499	MANAGING SUSTAINABLE DESTINATIONS	12
BHO3500	HOSPITALITY AND TOURISM INDUSTRY PROJECT	12

#### Professional Development Business Units of Study

BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

### BACHELOR OF LAWS/BACHELOR OF BUSINESS (MUSIC INDUSTRY)

**Course Code:**BLBU

**Campus:**Footscray Park, City Queen.

**About this course:**This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to legal practice in Victoria) and gain a solid education in the music industry.

**Course Objectives:**The course will provide students with a broad ranging program of study and learning aimed at satisfying academic and professional requirements for law and music industry. The combined degree will equip graduates to obtain employment in law, business and government, in the music industry sector, at the Bar and elsewhere.

**Careers:**The course prepares graduates to gain employment as a lawyer or other positions in the music industry.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. As from 2008, the course total of 40 Units of Study for this double degree is comprised of 20 Compulsory + 4 Elective Law Units, 6 Core + 7 Specialisation + 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

#### Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12



BLB1102	CONTRACTS 1	12	BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB1117	CONTRACTS 2	12	BLB4137	ASIAN LEGAL SYSTEMS	12
BLB2119	CORPORATIONS LAW 1	12	BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB2124	CORPORATIONS LAW 2	12	BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB3128	CRIMINAL LAW	12	BLB4138	CONFLICT OF LAWS	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12	BLB3138	CRIMINAL LAW 2	12
BLB4136	EQUITY AND TRUSTS	12	One unspecified Law unit of study approved by the Head of School		
BLB4139	EVIDENCE	12	Core Business Units of Study		
BLB2126	FEDERAL CONSTITUTIONAL LAW	12	BAO1101	ACCOUNTING FOR DECISION MAKING	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12	BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12	BEO1105	ECONOMIC PRINCIPLES	12
BLB1114	LEGAL RESEARCH METHODS	12	BEO1106	BUSINESS STATISTICS	12
BLB2121	LEGAL THEORY	12	BHO1171	INTRODUCTION TO MARKETING	12
BLB2120	LEGAL WRITING AND DRAFTING	12	BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
BLB2125	REAL PROPERTY LAW	12	Specialisation Units of Study - Music Industry		
BLB1115	TORTS	12	BEO2403	INTRODUCTION TO MUSIC BUSINESS	12
Elective Law Units of Study			BEO3404	INTERNATIONAL ASPECTS OF THE MUSIC INDUSTRY	12
Select four units of study:			BEO3408	MUSIC PUBLISHING AND RECORDING	12
BLB4144	EUROPEAN UNION LAW	12	BHO2405	MUSIC MARKETING	12
BLB3136	FAMILY LAW IN SOCIETY	12	BLO2401	MUSIC INDUSTRY LAW	12
BLB4145	HUMAN RIGHTS LAW	12	BMO2402	MUSIC INDUSTRY MANAGEMENT	12
BLB3129	INTELLECTUAL PROPERTY LAW	12	BMO3405	LIVE PERFORMANCE MANAGEMENT	12
BLB4141	INTERNATIONAL TRADE LAW	12	Professional Development Business Units of Study		
BLB4140	PRIVACY AND MEDIA LAW	12	BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12	BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BLB4143	PUBLIC INTERNATIONAL LAW	12	BFP3001	PROFESSIONAL DEVELOPMENT 3	12
BLB3132	SECURITIES LAW	12	<b>BACHELOR OF LAWS/BACHELOR OF BUSINESS (EVENT MANAGEMENT)</b>		
BLB3134	TAXATION LAW	12	<b>Course Code:</b> BLEV		
BLB1125	TORTS 2	12	<b>Campus:</b> Footscray Park, City Queen.		
BLB2123	TRADE PRACTICES LAW AND POLICY	12	<b>About this course:</b> This double degree will provide students with a broad ranging program so they can meet the academic and professional requirements in law (admission to practice in Victoria) and gain a solid education in event management.		
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12			

**Course Objectives:**The course aims to provide graduates with the necessary knowledge and skills to manage a wide range of legal and event management activities in addition to developing a sound education. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.

**Careers:**The course prepares graduates to gain employment as a lawyer or in other specialise positions in the event management industry.

**Course Duration:**5 years

**Admission Requirements Year 12:**To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:**Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:**Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:**Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

## COURSE STRUCTURE

The course is offered over five years on a full-time basis, or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class

Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

## Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12

## Elective Law Units of Study

Select four units of study:		
BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12

BBB3200	PROFESSIONAL LEGAL PRACTICE	12	PROBLEM SOLVING	
BLB4143	PUBLIC INTERNATIONAL LAW	12	BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY 12
BLB3132	SECURITIES LAW	12	BFP3001	PROFESSIONAL DEVELOPMENT 3 12
BLB3134	TAXATION LAW	12	<b>BACHELOR OF LAWS (GRADUATE ENTRY)</b>	
BLB1125	TORTS 2	12	<b>Course Code:</b> BLGE	
BLB2123	TRADE PRACTICES LAW AND POLICY	12	<b>Campus:</b> City Queen.	
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12	<b>Course Objectives:</b> The course will allow graduates from other disciplines to build on their existing studies and experience to obtain a qualification in the field of law. The course also aims to satisfy the academic requirement for admission to practice as a legal practitioner in Victoria.	
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12	<b>Careers:</b> The course prepares graduates to gain employment in the legal sector.	
BLB4137	ASIAN LEGAL SYSTEMS	12	<b>Course Duration:</b> 3 years	
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12	<b>Admission Requirements Year 12:</b> Not applicable as the minimum entry requirement is satisfactory completion of an Australian Bachelor's degree or equivalent.	
BLB3133	COMPARATIVE COMMERCIAL LAW	12	<b>Admission Requirements International:</b> Admission into this course is based on performance in prior undergraduate studies or higher. An applicant is expected to demonstrate completion of at least a Bachelor's degree with a high Grade Point Average or excellent results. Postgraduate qualifications will be evaluated according to the nature of the relevant degree. An applicant relying on qualifications obtained overseas must produce evidence that the qualifications have been assessed and recognised as equivalent to an Australian Bachelor's degree or higher. Ordinarily a certificate by the Overseas Qualifications Unit or other similar body will be required. An applicant must submit a statement of prior work experience and reasons for applying for the course in not more than 500 words. The Head of School or delegate(s) will evaluate this statement and take it into consideration in selection. An applicant may further be required to participate in an interview as part of the selection process. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.	
BLB4138	CONFLICT OF LAWS	12		
BLB3138	CRIMINAL LAW 2	12		
One unspecified Law unit of study approved by the Head of School				
Core Business Units of Study				
BAO1101	ACCOUNTING FOR DECISION MAKING	12		
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12		
BEO1105	ECONOMIC PRINCIPLES	12		
BEO1106	BUSINESS STATISTICS	12		
BHO1171	INTRODUCTION TO MARKETING	12		
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12		
Specialisation Units of Study - Event Management				
BHO2432	INTRODUCTION TO EVENTS	12		
BHO2256	TOURISM HOSPITALITY AND EVENTS MARKETING	12		
BHO3423	EVENT EVALUATION AND LEGACY	12		
BHO3420	EVENT OPERATIONS	12		
BHO3421	BUSINESS EVENTS	12		
BHO3422	EVENT CREATION AND DESIGN	12		
BMO3405	LIVE PERFORMANCE MANAGEMENT	12		
Professional Development Business Units of Study				
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND	12	<b>Admission Requirements VET:</b> Not applicable as the minimum entry requirement is satisfactory completion of an Australian Bachelor's degree or equivalent.	

#### COURSE STRUCTURE

The course is offered over three years on a full-time basis or part-time equivalent. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation.

#### Compulsory Law Units of Study

BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB2121	LEGAL THEORY	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12
BLB2122	ADVOCACY AND COMMUNICATION	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12

BLB2120	LEGAL WRITING AND DRAFTING	12
Electives		
Four units of study selected from the following:		
BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12
BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12

#### **BACHELOR OF LAWS/BACHELOR OF BUSINESS (HUMAN RESOURCE MANAGEMENT)**

**Course Code:**BLHR

**Campus:**Footscray Park, City Queen.

**About this course:**This combined degree provides students with a broad-ranging program so they can meet the academic and professional requirements in both law (admission to legal practice in Victoria) and human resources management.

**Course Objectives:**The course will allow students to combine areas of study that have significant synergies. The course will facilitate a deepening of graduates understanding of the importance and application of effective human resource management in legal practice and provide them with a range of skills that are sought after in both the private and public sectors.

**Careers:**The course prepares graduates to gain employment as a lawyer or other positions in the human resource management sector.

**Course Duration:** 5 years

**Admission Requirements Year 12:** To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any).

Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%.

Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\*

Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6 and no individual band score less than 6.0.

**Admission Requirements International:** Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:** Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:** Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

#### COURSE STRUCTURE

The course is offered over five years on a full-time basis or over ten years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 480 credit points through academic study to graduate. Subject to Grade Point Average (GPA), students undertaking the Bachelor of Laws and Bachelor of Laws combined degrees may receive their award with honours. In calculating a specified grade of honours, the following points shall be attributed to Bachelor of Laws units - Pass = 5 points; Credit = 6 points; Distinction = 7 points; High Distinction = 8 points. In calculating the GPA, those Bachelor of Laws units successfully completed by the student will be ranked in order commencing with 8 point units and ending with 5 point units (if applicable). The aggregate of points attributed to the first two thirds of units so listed shall then be calculated and a grade point average determined (aggregated so calculated by the number of units being the first two thirds of units in the list). Bachelor of Laws with 2B Honours - GPA of 7 or more and a Credit grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 2A Honours - GPA of 7 or more and a Distinction grade in the unit of study Advanced Legal Research Dissertation; Bachelor of Laws with 1st Class Honours - GPA of 7.5 or more and a Distinction or better grade in the unit of study Advanced Legal Research Dissertation. The course total of 40 Units of Study for this double degree is comprised of 20 Compulsory, 4 Elective Law Units, 6 Core, 7 Specialisation and 3 Professional Development Business Units. All units selected are subject to approval by the course coordinator.

Compulsory Law Units of Study

BLB2122	ADVOCACY AND COMMUNICATION	12
BLB1113	AUSTRALIAN ADMINISTRATIVE LAW	12
BLB1101	AUSTRALIAN LEGAL SYSTEM IN CONTEXT	12
BLB1118	CONSTITUTIONAL LAW	12
BLB1102	CONTRACTS 1	12
BLB1117	CONTRACTS 2	12
BLB2119	CORPORATIONS LAW 1	12
BLB2124	CORPORATIONS LAW 2	12
BLB3128	CRIMINAL LAW	12
BLB3127	DISPUTE RESOLUTION AND CIVIL PROCEDURE	12
BLB4136	EQUITY AND TRUSTS	12
BLB4139	EVIDENCE	12
BLB2126	FEDERAL CONSTITUTIONAL LAW	12
BLB3130	INTERVIEWING AND NEGOTIATION SKILLS	12
BLB3131	LAWYERS AND LEGAL ETHICS	12
BLB1114	LEGAL RESEARCH METHODS	12
BLB2121	LEGAL THEORY	12
BLB2120	LEGAL WRITING AND DRAFTING	12
BLB2125	REAL PROPERTY LAW	12
BLB1115	TORTS	12
Elective Law Units of Study Select four units of study:		
BLB4144	EUROPEAN UNION LAW	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4145	HUMAN RIGHTS LAW	12
BLB3129	INTELLECTUAL PROPERTY LAW	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLB4140	PRIVACY AND MEDIA LAW	12
BBB3200	PROFESSIONAL LEGAL PRACTICE	12
BLB4143	PUBLIC INTERNATIONAL LAW	12
BLB3132	SECURITIES LAW	12
BLB3134	TAXATION LAW	12

BLB1125	TORTS 2	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB4146	WILLS AND THE ADMINISTRATION OF ESTATES	12
BLB4142	ADVANCED LEGAL RESEARCH DISSERTATION	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLB4135	AUSTRALIAN EMPLOYMENT LAW	12
BLB3133	COMPARATIVE COMMERCIAL LAW	12
BLB4138	CONFLICT OF LAWS	12
BLB3138	CRIMINAL LAW 2	12
One unspecified Law unit of study approved by the Head of School		
Core Business Units of Study		
BAO1101	ACCOUNTING FOR DECISION MAKING	12
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12
BEO1105	ECONOMIC PRINCIPLES	12
BEO1106	BUSINESS STATISTICS	12
BHO1171	INTRODUCTION TO MARKETING	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
Specialisation Units of Study - Human Resource Management		
BLO2207	EMPLOYMENT LAW	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12
BMO3323	EMPLOYEE RELATIONS MANAGEMENT	12
BMO3324	CONSULTING AND COUNSELLING	12
BMO3325	HUMAN RESOURCES MANAGEMENT EVALUATION	12
BMO3420	HUMAN RESOURCE INFORMATION SYSTEMS	12
BMO3476	TRAINING AND DEVELOPMENT	12
Professional Development Business Units of Study		
BFP1100	PROFESSIONAL DEVELOPMENT 1 - CRITICAL THINKING AND PROBLEM SOLVING	12
BFP2100	PROFESSIONAL DEVELOPMENT 2 - ANALYSIS AND STRATEGY	12
BFP3001	PROFESSIONAL DEVELOPMENT 3	12

## BACHELOR OF LEGAL PRACTICE MANAGEMENT

**Course Code:** BLLP

**Campus:** Footscray Park.

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**Course Objectives:** The course aims to provide students with a basic grounding in legal practice and management, with a number of elective options permitting students to deepen their knowledge in particular areas of legal practice and thus develop specialist as well as generalist skills as legal support staff in either the private or public sector

**Careers:** The course prepares graduates to gain employment in the legal sector.

**Course Duration:** 3 years

**Admission Requirements Year 12:** To qualify for admission to the course, an applicant must have successfully completed a course of study at year 12 or equivalent\*. Year 12 Prerequisites: Units 3 and 4 - study score of at least 20 in English (any). Selection Mode: Current Year 12 applicants: Equivalent National Tertiary Entrance Rank (ENTER) and two-stage process with a middle-band of approximately 20%. Non-current year 12 applicants: ENTER and/or academic record\*. Middle-band: consideration is given to performance in the full range of VCE studies undertaken.\* Applicants who have not completed Year 12 but who possess appropriate educational qualifications, work or life experiences which would enable them to successfully undertake the course, will be considered for admission. In addition to satisfying the entry requirements for Australian resident students or demonstrating equivalence, overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements International:** Overseas students must provide evidence of proficiency in the English language: International English Language Testing System - overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:** Academic record including GPA (see institutional page). Relevant work experience may be considered in the absence of an academic record. Applicants may be required to participate in an interview as part of the selection process.

**Admission Requirements VET:** Academic record including GPA (see institutional page). Applicants may be required to participate in an interview as part of the selection process.

### COURSE STRUCTURE

The course is offered over three years on a full-time basis or over six years on a part-time basis. All undergraduate degree units of study carry a value of 12 credit points. Each student must obtain 288 credit points through academic study to graduate.

#### Compulsory Units of Study

BAO1101	ACCOUNTING FOR DECISION MAKING	12
BMO1192	BUSINESS COMMUNICATION	12
BLO1105	BUSINESS LAW	12
BLO2300	COMMERCIAL LAW	12
BMO3220	HUMAN RESOURCE MANAGEMENT	12
BCO1102	INFORMATION SYSTEMS FOR BUSINESS	12

BMO3320	INTERPERSONAL AND ORGANISATIONAL NEGOTIATION	12
BMO1102	MANAGEMENT AND ORGANISATION BEHAVIOUR	12
BMO1110	MANAGING KNOWLEDGE	12
BMO2181	OPERATIONS MANAGEMENT	12
BMO3327	ORGANISATIONAL CHANGE AND DEVELOPMENT	12
BMO3326	PUBLIC ADMINISTRATION	12
BMO3422	STRATEGIC MANAGEMENT	12

#### Elective Units of Study

Eleven units of study selected by the student, with the approval of the Course Co-ordinator, from:

BLO3332	ADMINISTRATIVE LAW	12
BLB4137	ASIAN LEGAL SYSTEMS	12
BLO2205	CORPORATE LAW	12
BLO2406	CYBER LAW	12
BLO2207	EMPLOYMENT LAW	12
BLO2504	ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY	12
BLB3136	FAMILY LAW IN SOCIETY	12
BLB4141	INTERNATIONAL TRADE LAW	12
BLO2501	LAND LAW	12
BLO3405	LAW OF FINANCIAL INSTITUTIONS AND SECURITIES	12
BLO3250	LAW OF INSOLVENCY	12
BLB1114	LEGAL RESEARCH METHODS	12
BLO2206	TAXATION LAW AND PRACTICE	12
BLB2123	TRADE PRACTICES LAW AND POLICY	12
BLB3132	SECURITIES LAW	12

Any other relevant unit of study offered by the Faculty of Business and Law.

#### MASTER OF LAWS (BY RESEARCH)

**Course Code:**BMLT

**Campus:**City Queen.

**Course Objectives:**The Master of Laws (by Research) aims to enable students to study a legal topic in depth, completing a major thesis worthy of publication under the supervision of an experienced member of staff. The research thesis is equal to a combined total of 192 credit points. If progress is satisfactory, application for transfer to a Doctor of Philosophy may be made.

**Course Duration:**2 years

**Admission Requirements Year 12:**To qualify for admission to the course an applicant must normally have completed a Bachelor of Laws.

#### COURSE STRUCTURE

The course comprises a research thesis.

BLO9800 RESEARCH THESIS (FULL TIME) 48

OR

BLO9801 RESEARCH THESIS (PART TIME) 24

#### DOCTOR OF PHILOSOPHY (LAW)

**Course Code:**BPLL

**Campus:**City Flinders.

**About this course:**The Doctor of Philosophy undertaken purely by research is available within the School of Law. Academic staff with suitable qualifications and proven research skills supervise students undertaking law related projects.

**Course Objectives:-**

**Course Duration:**4 years

**Admission Requirements Year 12:**Applicants should normally have completed either a Masters degree or a four year undergraduate degree with Honours or its equivalent of a high standard. Some Schools/Centres/Institutes require students to enrol in a Masters program in the first instance to demonstrate their ability despite students having the qualifications outlined above.

#### COURSE STRUCTURE

The course comprises a research thesis.

BLO8002 PHD RESEARCH (FULL TIME) 48

OR

BLO8003 PHD RESEARCH (PART TIME) 24

#### GRADUATE CERTIFICATE IN AUSTRALIAN IMMIGRATION LAW AND PRACTICE

**Course Code:**BTAL

**Campus:**City Queen, Flexible delivery mode..

**About this course:**The course aims to provide students with an understanding of Australian Immigration Law and practice and will enable existing practitioners, accounting, legal and others to expand their areas of practice. Students who successfully complete the appropriate combination of units will be eligible to practice as registered Australian Migration Agents.

**Course Objectives:**The course aims to provide students with an understanding of Australian Immigration Law and practice and will enable existing practitioners, accounting, legal and others to expand their areas of practice. Students who successfully complete the appropriate combination of units will be eligible to practice as registered Australian Migration Agents.

**Careers:** Graduates of the Graduate Certificate in Australian Migration Law and Practice and who have achieved a minimum 50 per cent score on the Migration Agents Registration Authority (MARA) assessment items are recognised by the Authority as satisfying the knowledge and practice requirements for initial registration as a migration agent. There are additional requirements for registration as a migration agent. These include the requirement to be an Australian permanent resident or an Australian citizen, as well as meeting character requirements. You should consult MARA for further information. Students who successfully complete the Graduate Certificate in Australian Migration Law and Practice may apply to transfer to one of Victoria University's School of Law graduate diplomas or master degrees.

**Course Duration:** 0.5 years

**Admission Requirements Year 12:** To qualify for admission to the course, applicants will normally hold an Australian Bachelors degree or equivalent. Alternatively, applicants who can demonstrate the capacity to study successfully at a postgraduate level will be admitted to the program. Such admissions will be at the discretion of the Selection Officer at the Victoria University School of Law. Students must also meet Victoria University's admission application requirements.

#### COURSE STRUCTURE

The course is offered on a full-time basis over one semester and part-time basis over two semesters. The postgraduate units of study carry a value of 12 credit points. Each student must obtain 48 credit points through academic study to graduate.

Choose four units of study from:

BLO5602	ADVANCED AUSTRALIAN IMMIGRATION LAW	12
BLO5603	ADMINISTRATIVE LAW AND PRACTICE	12
BLO5604	REFUGEE LAW AND PRACTICE	12
BLO5605	AUSTRALIAN IMMIGRATION LAW	12
BLO5606	AUSTRALIA'S VISA SYSTEM	12
BLO5607	VISA COMPLIANCE, CANCELLATION AND REVIEW	12
BLO5608	APPLIED MIGRATION LAW AND PRACTICE	12

#### Professional Recognition

Students who successfully complete the appropriate combination of units will be eligible for registration with Migration Agents Registration Authority (MARA).

#### GRADUATE CERTIFICATE IN INSURANCE LAW AND PRACTICE

**Course Code:** BTIP

**Campus:** Industry, City Queen, City Flinders, Online.

**About this course:** The Graduate Certificate in Insurance Law and Practice is a six months full time (or one year part time) programme designed to improve the skills of technical underwriters and claims managers in the insurance industry. The course will introduce students to the important legal principles and legislation underlying the practice of insurance and governance of professional organisations involved in insurance transactions as well as enhancing the student's understanding of the principles underlying the workplace practices and considerations in insurance policy

drafting, interpretation, claims handling, underwriting and management. The course will also provide students with an understanding of risk, the nature of insurable risk, and the insurance market, introduce students to risk management and hazard identification, underwriting and reinsurance, insurance product lines, policy forms and policy construction and introduce and examine the legal and regulatory environment in which the insurance industry in Australia operates. Graduates of the course should have an in-depth understanding of liability risk, property insurance risks, traps and pitfalls and what is required to work effectively and knowledgeably in commercial property insurance divisions of intermediaries or underwriting firms.

**Course Objectives:** The Graduate Certificate in Insurance Law and Practice aims to:

- provide insurance professionals with the necessary managerial and technical skills to advance a career in the field of insurance law and practice;
- prepare graduates for effective professional practice as technical underwriters or claims managers in the insurance industry; and
- better graduates' technical insurance knowledge within the insurance community.

**Careers:** The Graduate Certificate in Insurance Law and Practice equip those seeking a career in the insurance industry. Graduates should have the necessary skills to undertake work as a technical underwriter or claims manager.

**Course Duration:** 0.5 years

**Admission Requirements Year 12:** This course is not available to Year 12 school leavers. Applicants must have completed a Bachelors degree or possess relevant experience in the insurance industry.

**Admission Requirements International:** International students must provide evidence of proficiency in the English language with an International English Language Testing System (IELTS) or equivalent overall score of 6.5 and no individual band score less than 6.0.

**Admission Requirements Mature Age:** Applicants must have completed a Bachelors degree or possess relevant experience in the insurance industry.

**Admission Requirements VET:** Applicants must have completed a Bachelors degree or possess relevant experience in the insurance industry.

#### COURSE STRUCTURE

The Graduate Certificate in Insurance Law and Practice is offered on a full-time basis over one semester and part-time over two semesters. Students must successfully complete the four core units of study listed below in order to graduate. Each of the units of study carries 12 credit points. There is no specific sequence in which students must complete the units of study.

#### Core Units

BLO5010	FUNDAMENTALS OF INSURANCE LAW	12
BLO5011	THE INSURANCE MARKET - PRACTICE AND REGULATION	12
BLO5012	INTRODUCTION TO PROPERTY INSURANCE	12





# UNITS

## BLB1101 AUSTRALIAN LEGAL SYSTEM IN CONTEXT

**Locations:**Footscray Park, City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**BLB1101 offers a selection of socio-political contexts within which to situate and critically evaluate the contemporary Australian legal system. At the same time, students are introduced to the 'systems' of Australian law in both the 'pure' and 'applied' sense.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this subject students will be able to:

1. Explain the general operation of current Australian law and concepts underlying it including the nature of law, law-reform, law enforcement, the work of the legal profession and law-making institutions including parliaments and the courts. 2. Critically evaluate laws and legal processes. 3. Critically evaluate the social, political and cultural situations which shape the creation, and affect the use, of laws and legal processes. 4. Undertake legal research and writing including finding relevant Australian primary and secondary legal materials. 5. Apply legal reasoning, problem solve, and elucidate contextual analysis in written and verbal forms. 6. Interpret case and statute law, and apply this to persuasion and advocacy.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**These materials will be made available to students weekly via the Online Learning and Management System (OLMS).

**Assessment:**Assignment, Research assignment up to 2500 words, 50%. Assignment, VCAT Submission Folio up to 2500 words, 50%.

## BLB1102 CONTRACTS 1

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**Contracts 1 provides students with the knowledge of the law of contract. The law of contract provides the rules which determine when one party is liable to another under or in connection with a contract. This is an extremely important area of law as contracts are created on a daily basis and form the basis of most commercial arrangements. Students will be exposed to relevant law of contract which govern the processes of formation of contract, interpretation of contract, performance as well as termination of contract.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students are expected to:

1. Understand the legal concept of a legally binding contract and the requirements for a legally binding contract 2. Understand how a contract can be constructed and its terms explained 3. Understand ways in which contracts can be brought to an end and the different types of remedies as well as rules relating to them 4. Understand vitiating factors which vitiate consent to a contractual agreement as well as recent legislative developments impacting contracts

**Required Reading:**NC Seddon and M P Ellinghaus, 2008 9th edn Cheshire & Fifoots Law of Contract Butterworths

**Assessment:**Assignment, Research based, 40%. Examination, Problem based case studies, 60%.

## BLB1103 LAW IN PRACTICE 1

**Locations:**City Queen.

**Prerequisites:**BLB1114 - LEGAL RESEARCH METHODSBLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

**Description:**Law in Practice 1 introduces students to the responsibilities of professional practice. This includes ethical duties, modes of professional presentation and development of legal literacies. In its practice orientation, this unit concentrates on fundamental self management skills, including workload planning and time management. As an integral VLS learning in the workplace and community offering, this unit synthesise curriculum based real world legal industry work and LLB study concepts. The particular contextual focus is courts and community based legal practice. Law in Practice 1 develops capabilities through reflective practice, both in small groups and through individual study in applied contexts.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit students should:

- Begin to understand ethical professionalism and the role of reflective learning as a tool of professional development;
- Develop time management strategies and demonstrate individual student ability to plan their own activities;
- Develop professional presentation skills and ability for expression in the language and conventions of professional discourse;
- Understand collaborative skills and strategies;
- Appreciate ethical duties including confidentiality, conflicts of interest, pro bono legal work, and practitioner social responsibilities such as recognition of economic disparity and appreciation of the importance of difference.

**Class Contact:**Four hours per week learning in the workplace and community, specifically in the contexts of courts and community based areas of the legal industry.

**Required Reading:**Dinelli A, Kyrou E, Lewis G, 2004 3rd Handy Hints on Legal Practice 3rd Edition Sydney/Lawbook Company

**Assessment:**Journal, Reflective Report, 40%. Case Study, Case Study, 60%.

## BLB1113 AUSTRALIAN ADMINISTRATIVE LAW

**Locations:**Footscray Park, City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study will cover both common law and statutory administrative law rules with particular reference to Commonwealth administrative law legislation and processes relating to such matters as judicial review, administrative review on the merits, freedom of information legislation and the role of the Ombudsman.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Cane P, McDonald L 2008 Principles of Administrative Law: Legal Regulation of Governance Oxford University Press Cane P, McDonald L Cases and materials for principles of administrative law Oxford University Press

**Assessment:**Research Assignment, 40%; Tutorial Presentation or Moot court, 20%; Final examination, 40%.

## BLB1114 LEGAL RESEARCH METHODS

**Locations:**City Queen.

**Prerequisites:** Nil.

**Description:** This is a foundation unit for law students and for students studying in the justice professions. This unit of study involves three related areas - understanding legal discourse, application of legal research skills and developing legal literacy. Each focus area is delivered and assessed by a different strategy. Like any discipline, law uses its own language and media forms and mastering these is a lifelong task. Legal authorities must be recorded in a certain official format and discussion about these rules systems takes certain shape, using conventional modes of expression. Law is fundamentally concerned with written text and this unit introduces a variety of genres within legal texts and encourages students to develop critical legal reading and comprehension strategies.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study, students will be able to: 1. Engage in legal research and problem solving around legal issues 2. Locate and critically evaluate the impact of legal authorities - caselaw, legislation and regulatory instruments. 3. Demonstrate a broad understanding of humanities and social science research methods and be able to contextualise and critically examine legal information 4. Express opinions in an academic manner supported by research evidence and show development in legal literacy skills 5. Frame the discourse of law as one of many approaches to social problems and contextualise legal knowledge in relation to other academic, social and community discourses

**Required Reading:** Beattie S, 2010 3rd edn The Law Workbook Sydney, Federation Press Beattie S, 2010 Talking Legal Literacies Available from [legalliteracies.org](http://legalliteracies.org)

**Assessment:** Report, Reflective Tutorial Paper (1000 words), 30%. Research Paper, Research Folio (3500 words), 70%.

## BLB1115 TORTS

**Locations:** Footscray Park, City Queen.

**Prerequisites:** Nil.

**Description:** The unit of study will examine the principles of negligence and its role in allocating liability for personal injuries and economic loss. Defences, remedies and the assessment of damages for negligence will also be examined. The unit of study will also consider the appropriate context within which alternative compensation schemes might operate. Other torts will also be considered during the unit of study including areas such as trespass, defamation and nuisance.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- Describe the essential elements of the major causes of action in tort;
- Describe the process by which actions in tort have developed over time;
- Evaluate the arguments for and against “no-fault” legislative schemes as applicable to tort law;
- Explain the theoretical rationale for particular actions in tort; and
- Write clear and concise analyses of particular cases in tort and hypothetical fact situations.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Mendelson, D. 2010 2nd ed The New Law of Torts (plus case book supplement) Oxford University Press Wrongs Act 1958 (Vic) Various other materials as directed by lecturer.

**Assessment:** Research assignment, 40%. Final examination, 60%.

## BLB1117 CONTRACTS 2

**Locations:** Footscray Park, City Queen, City Flinders.

**Prerequisites:** BLB1102 Contracts 1.

**Description:** The unit of study will build on the areas of contract law and principles analysed in Contracts 1. It will also introduce new materials relating to government contracts, relational contracts and consumer contracts.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Seddon, N., 2004, Government contracts; Federal, State and Local, Federation Press, Sydney. Corones, S., Clark, P., 2002, Consumer Protection and Product Liability, Law Book Co.

**Assessment:** Research Assignment, 50%; Final Examination, 50%.

## BLB1118 CONSTITUTIONAL LAW

**Locations:** Footscray Park, City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** Topics will include: Westminster constitutionalism and Australian constitutional development; the rule of law; separation of powers; representative democracy and the role of parliament; responsible government and the role of the executive; the judiciary and the High Court of Australia; judicial review and constitutional interpretation; federalism; rights; and constitutional reform

**Credit Points:** 12

**Learning Outcomes:** The aim of the unit is to introduce students to the central concepts, values, debates, institutions, legal discourse and scholarship without which it is impossible to understand the purposes of constitutions in general, and Australia's in particular. Students are also encouraged to relate in an informed way to current legal, political and constitutional events, particularly in Australia.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Blackshield, T. and Williams, G., Australian Constitutional Law and Theory, (latest edn), The Federation Press, NSW. Joseph, S. and Castan, M., Federal Constitutional Law: A Contemporary View, latest edition, Lawbook Co. The Commonwealth Constitution.

**Assessment:** Research Assignment, 40%. Final Examination, 60%.

## BLB1125 TORTS 2

**Locations:** Footscray Park, City Queen, City Flinders.

**Prerequisites:** BLB1115 - TORTS BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT BLB1114 - LEGAL RESEARCH METHODS Nil.

**Description:** The aims of this subject are to: - Teach students the principles of the law of defamation - Introduce students to the range of economic torts and to the overlapping causes of action from other areas of the law such as legislation. -

Develop the students' knowledge of negligence causing pure economic loss previously introduced in the subject Torts BLB1115 - Introduce students to the range of actions in trespass to goods including the areas of conversion and detainee - Provide students with an overview of the range of other causes of action in torts. - Provide students with an appreciation of current issues in Torts and the likely future directions of the law in this area.

**Credit Points:** 12

**Learning Outcomes:** On completion of this subject, students should be able to: 1.

More deeply understand the actions in torts introduced in the subject Torts BLB1115, in particular claims in negligence for pure economic loss and torts relating to goods.

2. Describe and apply to problem situations the current law relating to defamation, torts providing compensation for pure economic loss, torts relating to personal property, misuse of legal powers and statutory breach. 3. Appreciate the range of actions available in torts and to identify the action appropriate to the circumstances and apply it, in the manner of a practitioner advising a client. 4. Understand how actions in torts co-exist and interact with other causes of action. 5. Evaluate the rationale for the development of actions in torts and to hypothesise likely future directions. 6. Examine a specific area of torts law in a critical and innovative manner.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Richards B, Ludlow K & Gibson A 5th edition Tort Law in Principle Sydney, Lawbook Co Thomson Reuters 2009 Wrongs Act 1958 (Vic)

**Assessment:**Assignment, Written research paper following instruction and in class experimental group task, 40%. Examination, 3 hours, 60%. Other, At risk assessment, 0%.

### BLB2119 CORPORATIONS LAW 1

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**The aim of this course is to introduce students to the corporation, the concept of corporate regulation and practical areas of Australian corporate law, and to enable students to explore, research, analyse and debate some of the significant contemporary issues in Australian corporate law.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this subject students should: 1.show an understanding of the relevant provisions of the Corporations Act 2001 (Cth) and, where applicable, common law and equity; 2.be able to analyse and explain applicable policies underlying rules and principles relating to corporations and their stakeholders; 3.demonstrate strong skills in legal research and writing, critical analysis, problem solving, and communication in relation to corporations law.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lipton, Herzberg and Welsh, 2010 15th edn, Understanding Company Law, Sydney, Thomson Reuters,

**Assessment:**Assignment, Compulsory Assignment 1, 50%. Examination, Optional Assignment 2 OR Examination, 50%.

### BLB2120 LEGAL WRITING AND DRAFTING

**Locations:**Footscray Park, City Queen, City Flinders.

**Prerequisites:**BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXTBLB1114 - LEGAL RESEARCH METHODS

**Description:**This unit of study aims to teach, enhance and refine skills in good legal writing and drafting. Students will be taught principles of plain English, effective written communication and drafting legal documents, including court documents and how to apply them in practice. The unit will cover the function and operation of a document, stages in preparing a document and structuring a document. Students will also learn about style, appearance, content and presentation of documents. The unit will further address legal rules of construction that apply to documents such as agreements, the use of precedents and rules of evidence and procedure that apply to

court documents.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to: 1. Apply principles of plain English and written communication when communicating in writing and drafting legal documents; 2. Differentiate between the different approaches to writing that apply to different types of documents in modern legal practice; 3. Locate, adapt and modify appropriate precedents for use in their own documents; 4. Produce simple, clear and legally certain documents having regard to legal rules of construction; 5. Draft court documents that comply with rules of evidence and procedure.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Macdonald R, Clarke-Dickson D, 2010 3rd edn Clear and Precise - Writing Skills for Today's Lawyers Sydney, Thomson Reuters

**Assessment:**Case Study, Letter of advice to a client, 10%. Assignment, Settlement Agreement, 30%. Assignment, Affidavit, 10%. Assignment, Pleadings, 50%.

### BLB2121 LEGAL THEORY

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**Topics will be chosen from the following: Natural Law; Liberalism; Positivism; Modernism; Marxist Theories; Law and Society; American Legal realism; Feminism; Critical Legal Studies; Postmodernism; Critical Race Theory and Post Colonialism.

**Credit Points:**12

**Learning Outcomes:**After satisfactorily completing this subject, students will have: a fundamental understanding of leading legal theories; an appreciation of the law's connection with other disciplines; a recognition of the relevance of conceptualisation, epistemology, morality, ethics and ideology to the law and its justification and critique; a greater appreciation of the theoretical underpinnings of law already studied; applied legal theory to an ethical and/or public policy dilemma, while drawing on primary legal materials; developed their argumentative, research and writing skills; critically reflected on their own theoretical and normative stance towards the law.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**M.D.A. Freeman, 2001, Lloyd's Introduction to Jurisprudence, 7th Edition, Sweet and Maxwell, London. M. Leiboff and M. Thomas, 2004, Legal Theories in Principle, Lawbook Company, NSW.

**Assessment:**Tutorial participation and tutorial exercise, 20%; Research Essay (3000 words), 30%; Final Examination (3 hours), 50%.

### BLB2122 ADVOCACY AND COMMUNICATION

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**The aim of this unit of study is to develop an understanding of the practical aspects of legal work as a member of the legal profession. An introductory examination of the practical aspects of court presentations and contextualisation of the advocacy skills in the presentation of cases; including opening and closing cases, examination in chief, re-examination and cross examinations. An exploration of the basics of interviewing, drafting, briefing, negotiating and risk management

techniques.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Perry, Max, 1996, Hampel on Advocacy, Leo Cussen Institute, Melbourne.

**Assessment:** Written assessment tasks that may include research assignments and tutorial reports, 50%; Oral presentation, 20%; Moot (including a written component), 30%.

### BLB2123 TRADE PRACTICES LAW AND POLICY

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** On completion of this unit students should have a greater appreciation and critical understanding of Competition Law in Australia including the relevant provisions of the Competition and Consumer Act 2010 (Cth) and where applicable Common Law.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should: 1.

Have an understanding of the relevant provisions of the Competition and Consumer Act 2010 (Cth) and where applicable Common Law 2.

Have an appreciation of, and ability to research, the rules and underlying policies of competition law in Australia 3.

Be able to analyse applicable policies underlying the rules and principles of competition law 4.

Have improved skills in legal research, critical analysis, problem solving, advocacy, client presentation and communication.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** J. Duns & A. Duke, 2011 3rd edn Competition Law Cases & Materials Lexis Nexis Butterworths

**Assessment:** Assignment, Research based essay question, 40%. Examination, Problem based case study/ies, 60%.

### BLB2124 CORPORATIONS LAW 2

**Locations:** City Queen, City Flinders.

**Prerequisites:** BLB2119 - CORPORATIONS LAW 1 BLB1114 - LEGAL RESEARCH METHODS BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

**Description:** The aim of this course is to explore in detail some important practical areas of Australian corporations law, and to enable students to reflect and research developments in relation to the regulation of takeovers and market misconduct in Australia.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this subject students should: 1. Have a greater appreciation of, and ability to research the rules and underlying policies of, corporations law in Australia. 2. Demonstrate an understanding of the relevant provisions of the Corporations Act 2001 (Cth) and, where applicable, common law and equity. 3. Be able to analyse applicable policies underlying rules and principles relating to corporations and commercial participants. 4. Have improved skills in legal research and writing, critical analysis, problem solving, advocacy, client presentation and communication.

**Class Contact:** This Unit of Study will be delivered as a 2 hour lecture and a 1 hour

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tutorial per week.

**Required Reading:** Lipton, Herzberg and Welsh, 2010 15th edn Understanding Company Law Sydney, Thomson Reuters

**Assessment:** Assignment, Compulsory Assignment of Takeovers, 50%. Other, Optional Assignment on Insider Trading or Examination, 50%.

### BLB2125 REAL PROPERTY LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** BLB1114 - LEGAL RESEARCH METHODS BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT BLB1102 - CONTRACTS 1 Nil

**Description:** The focus of this unit is the concept and characteristics of rights and interests in land: their creation, ownership, acquisition and disposal, specifically in the Torrens title registration system in Victoria.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students are expected to be able to do the following: 1. Extract, critically evaluate, and apply the principles, rules and exceptions from primary legal sources (case law and legislation); 2. Critically evaluate arguments and analysis from secondary legal sources (textbooks, articles and other academic writings about Real Property Law); 3. Apply legal theory to professional cases; 4. Use fundamental research skills, critical analysis skills, and persuasive communication to study and perform as a student of law; and 5. Demonstrate a commitment to professionalism through modelling professional behaviors, which include meeting deadlines and communicating appropriately.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Edgeworth B, Rossiter C.J, Stone M.A and O'Connor P, 2008 8th edn Sackville and Neave Australian Property Law Sydney, LexisNexis

**Assessment:** Assignment, 2500 words, 40%. Examination, 3 hour exam based on materials covered from lectures in Week 1 to 12, 60%.

### BLB2126 FEDERAL CONSTITUTIONAL LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The unit of study will examine key concepts in Australia constitutional law including techniques and principles of constitutional interpretation. Principal Commonwealth and State legislative powers. Examination of the extent of the major powers granted to the Commonwealth. Limitations on governmental power including express and implied constitutional guarantees of rights and freedoms. Concept of separation of powers.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Blackshield, T. and Williams, G., most recent edition, 1998, Australia Constitutional Law and Theory, Federation Press. Joseph, S. and Castan, M., Federal Constitutional Law: A Contemporary View, (most recent edition), LawBook Co. The Commonwealth Constitution.

**Assessment:** Research assignment, 40%; Examination, 60%.

### BLB3127 DISPUTE RESOLUTION AND CIVIL PROCEDURE

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:**The unit of study consists of two parts. (1) An introduction to dispute resolution methods; the identification of disputes and their management and resolution; an alternative dispute resolution methods concentrating on mediation. (2) Civil procedure including parties, pleadings, discovery and exchange of information. An appreciation of Supreme Court Rules and their part in facilitating a speedy, just, and accurate resolution of disputes; jurisdiction; delay and costs; conflict of laws; and appeals.

**Credit Points:** 12

**Learning Outcomes:** 1. Identify, describe and explain principles of dispute resolution; 2. Distinguish procedural from substantive law and demonstrate the differences between them; 3. Identify and analyse procedural issues arising from any dispute such as parties, jurisdiction, forum, governing law and applicable rules; 4. Select an appropriate mode of dispute resolution for a given dispute and to apply the appropriate rules and processes to resolve the dispute. .

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The prescribed text will be advised by lecturer in the course.

**Assessment:**Assignment, Memorial, 40%. Assignment, Practical civil procedure tasks , 60%.

### BLB3128 CRIMINAL LAW

**Locations:**City Queen.

**Prerequisites:**Nil

**Description:**This unit of study will provide an examination of the content of substantive crimes and defences and some of the key procedural and evidentiary aspects of criminal trials. It will also provide an exploration of the various competing theories as to the bases of criminal behaviour. Finally the unit of study will examine key concepts with respect to sentencing policy in criminal cases.

**Credit Points:** 12

**Learning Outcomes:**On successful completion of this unit, students should be able to: 1. understand the general principles of criminal liability which, in Victoria, derive both from common law and statute, in particular, the Crimes Act 1958 (Vic). 2. be able to apply the doctrine of precedent and the rules of statutory interpretation to hypothetical criminal problems using inductive and deductive thought processes. 3. be able to support the answers to hypothetical problems questions using case and statute law as authority.

**Required Reading:**The Crimes Act 1958 (Vic) Waller L and Williams C.R., 2010 11th edn. Criminal Law: The Text and Cases Sydney, LexisNexis Butterworths

**Assessment:**Assignment, 3000 words, 25%. Presentation, Moot Court, 25%. Examination, Final Examination, 50%.

### BLB3129 INTELLECTUAL PROPERTY LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**The following areas will be examined: copyright and neighbouring rights (including performers' rights and databases); registered designs and the protection of industrial designs; trade secrets and confidential information; patents; and trademarks, including the law of passing off. Competition and trade practices law will also be considered.

**Credit Points:** 12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit

points.

**Required Reading:**McKeough, J., Bowrey, K. and Griffith, P., most recent edition, Intellectual Property: Commentary and Materials, LawBook Co., Sydney, Australia.

**Assessment:**Assignment, 40%; Final examination, 60%.

### BLB3130 INTERVIEWING AND NEGOTIATION SKILLS

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**This unit of study comprises two related components: client interviewing and negotiation skills. Client interviewing outlines the legal and ethical framework within the interview process and techniques for ascertaining relevant information from the clients. The negotiation skills component is through role-plays and cues studies, concentrating on the dynamics of the negotiation process, the variety of strategies available, and the appropriate framing of negotiations.

**Credit Points:** 12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lewicki, R.J., Saunders, J.W. and Minton, J.W., Essentials of Negotiation. Chay, A.J. and Smith, J.A., 1996, Legal Interviewing in Practice, LCB Information Services, Sydney, Australia.

**Assessment:**Negotiation Assignment, 30%; Interviewing Assignment, 30%; Tutorial Presentations, 40%.

### BLB3131 LAWYERS AND LEGAL ETHICS

**Locations:**City Queen.

**Prerequisites:**BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXTBLB1114 - LEGAL RESEARCH METHODS

**Description:**This unit of study will examine the development of the legal profession within the Australian context and the professional divisions within the legal profession. It will consider the general ethical responsibilities of the lawyer; the duties owed by the lawyer to the law, the court, the client, fellow lawyers and the public. The focus will be on the regulation of the legal profession, the professional conduct of lawyers and the practical application of legal ethics in professional practice. This unit fulfils the COLE requirements for professional conduct.

**Credit Points:** 12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

1. Locate relevant information on principles of legal ethics and lawyers' ethical obligations; 2. Outline and elucidate on the framework for the regulation of the legal profession and the professional conduct of lawyers; 3. Identify, describe and explain principles of legal ethics and lawyers' ethical obligations in professional legal practice; 4. Recognise and analyse ethical issues that commonly occur in professional legal practice and apply the relevant principles to resolve those issues; 5. Derive and devise arguments from existing principles to support or counter propositions for reform in legal ethics.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Dal Pont G, 2010 4th edn. Lawyers' Professional Responsibility Pymont, Thomson Reuters

**Assessment:**Assignment, Case Study , 20%. Assignment, Case Study , 20%. Presentation, Case Study, 20%. Examination, Individual Take-home Exam OR Research Assignment OR, 40%.

## BLB3132 SECURITIES LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**This unit of study aims to examine key areas of securities law such as securities regulation, the role of stock exchanges, the rules regarding insider trading and stock market manipulation, disclosure regulation, the regulation of prospectuses and the conduct of securities market professionals such as brokers and investment advisers. Other topics include: to introduce students to the basic principles of Australian securities law; to examine the institutional structure and legal rules affecting the regulation of securities markets; to discuss a number of key themes in securities law; and to provide a comparative and historical insight into the development of securities law principles.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Baxt, R., Black, A. and Hanrahan, P., 2003, Securities and Financial Services Law, 6th ed, Lexis Nexis Butterworths - to be confirmed.

**Assessment:**Assignment 1, 50%; Assignment 2, 50%.

## BLB3133 COMPARATIVE COMMERCIAL LAW

**Locations:**City Queen.

**Prerequisites:**Nil

**Description:**This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide an introduction to the field of comparative law and do this by examining one or more commercial law units of study. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this subject, students should be able to: 1. Distinguish the key features of commercial law that exist in common law and civil law legal systems. 2. Examine the differences and similarities between the commercial law of the common law and civil law systems. 3. Identify the relevant options and legal remedies available to parties who are involved in interjurisdictional disputes. 4. Make an assessment of the future importance of comparative commercial law in light of internationalism and economic globalisation.

**Class Contact:**Subject to be delivered as a two week long intensive over the summer. Equivalent to 15 hours per week. Normally to be delivered as three hours of lectures, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised.

**Assessment:**Examination, Take home examination not exceeding 3500 words., 100%.

## BLB3134 TAXATION LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**An introduction to basic policy concepts in the operation of Australian income tax laws. Relevance of residency. The major principles of income including the taxation of income, capital gains, fringe benefits and goods and services. The major principles of deductibility, statutory modifications and timing rules. The mechanisms by which revenue is collected from citizens and the limits on that process. An examination of anti-avoidance provisions. The basic principles of tax

planning.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Woellner, R., Barkoczy, S. and Murphy, P, 10th edn, 2000, Australian Taxation Law, CCH, Sydney, Australia.

**Assessment:**Assignment, 40%; Final examination, 60%.

## BLB3136 FAMILY LAW IN SOCIETY

**Locations:**City Queen, City Flinders.

**Prerequisites:**BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXTBLB1114 - LEGAL RESEARCH METHODSNil.

**Description:**The aims of this subject are to: - Introduce students to the principles and practice of Family Law in Australia. - Enable students to develop an understanding of the principles underlying development of the Family Law Act 1975 (Cth) and the amendments to it and other relevant legislation - Provide students with a comprehensive knowledge of the rationale for and the current law with respect to marriage, divorce, children and the financial aspects of relationship breakdown - Provide students with an appreciation of current family law issues and the likely future directions of the law in this area - Provide students with an appreciation of the law relating to de facto relationships and the linkages to family law.

**Credit Points:**12

**Learning Outcomes:**On completion of this subject, students should be able to: 1.

Understand the major issues in family law. 2. Describe the current law relating to children and the financial aspects of relationship breakdown and to apply it to practical circumstances in the manner of a practitioner advising a client. 3.

Understand the principles of alternative dispute resolution in family law and to evaluate its role in, and application to, family law disputes. 4. Explain and evaluate the rationale for the development of family law as it currently stands in Australia and likely future directions. 5. Have a general understanding of the procedures adopted by the Family Court of Australia and the Federal Magistrates' Court in dealing with family law matters.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**B, Fehlberg & J, Behrens, 2008 Australian Family Law Oxford University Press Family Law Act 1975 (Cth)

**Assessment:**Assignment, Written research paper following instruction and in class experiential group task, 40%. Examination, Written, 60%. Other, At risk assessment, 0%.

## BLB3138 CRIMINAL LAW 2

**Locations:**Footscray Park, City Queen, City Flinders.

**Prerequisites:**BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXTBLB1114 - LEGAL RESEARCH METHODSBLB3128 - CRIMINAL LAW

**Description:**In Criminal Law 1 BLB3128 you learnt the content of many substantive crimes whether they have their genesis in the common law or statute law. This subject is designed to build on and extend that knowledge, by considering, for example, drug and terrorist laws. It is also designed to encourage students to move beyond an understanding of black letter law to an understanding of how criminal law principles operate in a social, economic and political context. To that end

consideration will be given to a range of topics including due process and crime control, euthanasia, law and order politics, sentencing theory and practice, and capital punishment.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

1. understand how the general principles of criminal liability are derived and how they have their genesis in the social, political, and economic demands of each society. 2. move beyond political rhetoric to discover the social, economic and political factors that motivate governments to create new criminal laws. 3. appreciate that due process is more important than crime control to any functioning parliamentary democracy. 4. articulate the debate between free will and determinism and decide whether or not the neurosciences have thrown light on the debate.

**Required Reading:** Prescribed reading will be advised by lecturer in the class

**Assessment:** Assignment, 3000 words, 40%. Examination, Final Examination, 60%.

### BLB4135 AUSTRALIAN EMPLOYMENT LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** This unit of study will introduce students to core concepts in employment law. Common Law tests for employment relationship. Modification of common law relationship by legislative provisions. Setting of terms and conditions of employment both at common law and pursuant to statute. Consideration of the powers of the States, in particular Victoria, and the Commonwealth with particular emphasis on s51 of the Commonwealth Constitution. Consideration of industrial action torts and modification of these by statute. Limitations on the right to hire and fire. Discrimination and equal opportunity in the workplace.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Creighton, B. and Stewart, A., 2nd edn, 2000, *Labour Law: An Introduction*, Federation Press, Sydney, Australia. Macken, J., O'Grady, P. and Sappideen, C., 4th edn, 1997, *The Law of Employment*, LBC Information Services.

**Assessment:** Assignment, 25%; Practical exercise, 25%; Final examination, 50%.

### BLB4136 EQUITY AND TRUSTS

**Locations:** City Queen, City Flinders.

**Prerequisites:** BLB2125 - REAL PROPERTY LAW

**Description:** This unit of study aims to familiarise the student with the important doctrinal and remedial developments arising from the exercise of equitable jurisdiction by courts. Topics include: Outline of the historical development and content of equity and its principles. The concept of a trust: creation of express trusts. The nature and development of implied, resulting and constructive trusts. The concept of fiduciary obligations with special reference to commercial settings and trustee's duties. Equity's supervision and control of trust powers and discretionary powers generally. The nature and significance of equitable remedies including the distinction between remedies of a personal and proprietary nature.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** M Evans 2009 *Equity and Trusts* LexisNexis Butterworth

**Assessment:** Research assignments, 40%; Final examination, 60%.

### BLB4137 ASIAN LEGAL SYSTEMS

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students, the content of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including PRC, Hong Kong and Taiwan.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Jian Fu Chen, 1999, *Chinese Law: Towards An Understanding of Chinese Law, Its Nature and Development*, KluwerLaw International, The Hague. Poh-Ling Tan, 1997, *Asian Legal Systems: Law, Society and Pluralism in East Asia*, Butterworths, Sydney, Australia.

**Assessment:** Research paper 1, 50%; Research paper 2, 50%.

### BLB4138 CONFLICT OF LAWS

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** This unit of study aims to give students an understanding of the methods by which all conflict disputes are resolved as well as an appreciation of the impact of the federal nature of our Constitution on the resolution of these disputes. Topics covered: Courts in one jurisdiction sometimes have to deal with cases involving a foreign law element, which arises from the law of another Australian State or Territory or that of another country. Conflict of Laws or Private International Law, as it is sometimes called, Examines the principles (including the constitutional principles) in relation to four main issues: the court's jurisdiction over the parties; the choice of law; the recognition and enforcement of foreign judgments (including those of other Australian courts); and the resolution of conflicts between different national laws. The law in relation to choice of law decisions is studied in the context of specific areas of law (eg. contracts, torts, property, succession and matrimonial causes).

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Davies, M., Staniforth, R. and Geoffrey, L., 1997, *Conflict of Laws: Commentary and Materials*, Butterworths, Sydney, Australia.

**Assessment:** Assignment (2,500 words), 40%; Final examination, 60%.

### BLB4139 EVIDENCE

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** This unit of study includes the following components: The rules of evidence; the participants (the judge, jury, accused, witnesses and lawyers); adducing evidence; the course of evidence (examination-in-chief, cross-examination and re-examination); exclusionary rules (eg. hearsay, privilege and immunity); (vi) inclusionary rules (e.g. res gestae); exceptions to both these rules; and the



development of students' skills in presenting both oral and written argument.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Waight, P.K. and Williams, C.R., 5th edn, 1998, Evidence: Commentary and Materials, LBC Information Services, Sydney, Australia. Aaronson, M. and Tanner, E., 6th edn, 1998, Evidence and Procedure, Butterworths, Sydney, Australia.

**Assessment:** Practical exercise, 25%; Moot court, 25%; Final examination, 50%.

### BLB4140 PRIVACY AND MEDIA LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The aim of this unit of study is to provide students with an overview of the laws that affect broadcasting and print media in Australia. Principle topics in privacy law will include clarification of concepts; the legal profile of privacy; territorial privacy or intrusion; information privacy; the Privacy Act 1988 (Cth) and its sectoral applications; databases and identifiers; comparison between Australian and overseas regimes; industry codes and regulation; common law actions indirectly protecting privacy interests; and current issues. Topics in media law will include freedom of speech in Australia and elsewhere; civil defamation law; court reporting; contempt of court; reporting political events; contempt of Parliament; the Press Council; illegal publications.

**Credit Points:** 12

**Learning Outcomes:** On successful conclusion of this unit, students will be able to:

- Critically analyse media law issues within their social context;
- Discuss the effects of technology, globalisation and convergent media on regulatory systems;
- Identify legal issues and describe legal remedies and procedures in media law;
- Develop policy around technology and innovation and plan for change;
- Write a professional report on an area of media law;
- Understand the impact of new and convergent media technologies on communications practices;
- Work well in teams in a problem-based learning environment and develop work plans as a collective;
- Work as a reflective and ethical media law practitioner; and
- Identify the interests of key stakeholders within a media issue, including regulators, media owners, professionals, industry bodies, individual citizens, specialised interest groups and 'the community'.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Walker, S., 2000, Media Law: Commentary and Materials, LBC Information Services, Sydney, Australia.

**Assessment:** Assignment, 40%; Final examination, 60%.

### BLB4141 INTERNATIONAL TRADE LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT/BLB1114 - LEGAL RESEARCH METHODS/Nil

**Description:** This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analyses of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.

**Credit Points:** 12

**Learning Outcomes:** - Consider contemporary policies and legal issues in international trade regulation. - Examine the concept of free trade and the international structures that foster the liberalisation of international trade. - Focus on the United Nations convention on Contracts for the International Sale of Goods, 1980 (CISG), UNIDROIT Principles of International Commercial Contracts, Hague Convention on the Law applicable to International Commercial Contracts, and the Principles of European Contract Law. - Consider INCOTERMS 2000 and the Uniform Customs and Practices for Documentary Credits (UCP 500)

**Required Reading:** Mercurio B, Trakman L, Kolsky L and Zeller B, 2010 International Business Law South Melbourne, Oxford University Press

**Assessment:** Examination, Take home examination, 100%.

### BLB4142 ADVANCED LEGAL RESEARCH DISSERTATION

**Locations:** City Queen.

**Prerequisites:** BLB1114 - LEGAL RESEARCH METHODS/BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT

**Description:** The unit of study involves advanced legal research and writing on a topic of the student's choice. In consultation with the unit of study co-ordinator, students select their own research topics and formulate their research program. The topic should not duplicate a topic undertaken by a student in respect of coursework units of study for which a significant paper was written and submitted. The research and writing must be completed during one semester under the supervision of a member of staff and will involve the writing of a research paper of between 5000 and 8000 words.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this subject, students will be able to achieve the following outcomes: 1. Problem solving and professional practice (read and understand course materials as written in this outline as a contract between university and learner; understand research as a process of problem solving and an ongoing part of professional development; understand the law reform process and apply its methods) 2. Information literacy (locate and critically evaluate the impact of legal authorities - case law, legislation and regulatory instruments; demonstrate a broad understanding of humanities and social science research methods and be able to contextualise and critically examine legal information; show ability to use online databases, evaluate the credibility of online sources and use online discussion services) 3. Effective communication (express opinions in an academic manner supported by research evidence; show development in legal literacy skills) 4. Autonomous and collaborative work (be able to work independently on workshop tasks and support peers in a tutorial environment; demonstrate time management skills) 5. Respect for social and cultural diversity (ability to see the discourse of law as one of many approaches to social problems and contextualise legal knowledge in

relation to other academic discourses and from the perspective of community members; use professional, non-discriminatory language).

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised.

**Assessment:**Research Paper, 6000 words due week 12, 100%.

### BLB4143 PUBLIC INTERNATIONAL LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides an overview of the principles and basic legal rules of the international system. It covers key issues in public international law including: the basis of international legal obligation and history of the discipline; the nature and status of international law in relation to national and constitutional law; the application of international law in the Australian legal order; the sources of international law; the units of study of international law, including states, international organisations, non-state actors and individuals; recognition, sovereignty and equality of states; state jurisdiction; compliance with international law; state responsibility; the law of treaties; the use of force by states; the settlement of disputes; the United Nations, human rights and peacekeeping; the law of the sea; the international regulation of Economic activity; the international protection of the environment; the international regulation of criminal activity; the future of public international law.

**Credit Points:**12

**Learning Outcomes:**On successful conclusion of this unit, students will be able to:

- Critically analyse Public International Law issues and challenges within their political and social context; identify and understand the implications of international law for Australian domestic law and practice, as well as its relevance in international affairs;
- Work effectively and collaboratively in tutorial groups;
- Prepare and submit a high-quality Research Assignment in compliance with the 'Assessment' component of this unit outline;
- Work productively and communicate well in a group learning environment;
- Work independently and originally to communicate analysis of Public International Law questions, including preparation, research and writing of the Research Assignment; and
- Work within diverse social and cultural groups to address questions in Public International Law.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Assessment:**Assignment (3000 words), 40%; Final Examination (3 hour), 60%.

### BLB4144 EUROPEAN UNION LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study primarily examines EU law and integration in their political, social and economic contexts. It covers a range of topics and issues

including: European integration and the EU legal order: foundations, defining events, constitution; the sources of EU law, legislative acts, general principles of law and international agreements; the relationship between EU law and national law: direct effect and supremacy over conflicting national law; judicial remedies; ECJ: reasoning and techniques; enforcement of EU law; EU trade law and policy: the free movement of goods, workers and services and freedom of establishment; competition law and policy; anti-discrimination law; and future directions.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this subject, students should be able to:

- understand European integration as a process and a goal, from interdisciplinary perspectives;
- understand the dynamic institutional interactions, processes and practices of EU governance;
- understand the role of the European Court of Justice (ECJ) in constitutionalising the EU;
- understand the general framework of EU law and the institutions which make, administer and apply that law;
- understand the reception and status of EU law within national legal systems;
- understand selected areas of EU substantive law and how the law operates in practice; and
- understand the EU's significance as a global actor.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Nigel Foster, 2003, Blackstone's EC Legislation, 2003-2004 14th Edition, Oxford University Press, Oxford. Paul Craig and Gráinne de Búrca, 2003, EU Law, Text, Cases and Materials, 3rd Edition, Oxford University Press, Oxford.

**Assessment:**Assignment (3000 words), 40%; Final Examination (3 hour) open book, 60%.

### BLB4145 HUMAN RIGHTS LAW

**Locations:**City Queen.

**Prerequisites:**BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT/BLB1114 - LEGAL RESEARCH METHODS/Nil.

**Description:**BLB 4145 Human Rights Law will familiarise students with the international human rights system and the institutions and mechanisms that enforce human rights law. This course takes a thematic approach, considering the sources and scope of international Human Rights Law, major issues and dilemmas in human rights enforcement and the emergence of new themes within the human rights movement. Weeks 1-3 consider the legal foundation and scope of human rights. Weeks 4-6 outline the international institutions and mechanisms that seek to enforce human rights norms and law. Weeks 7-12 examine contemporary issues and developments in Human Rights Law.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to: 1. have a broad knowledge and understanding of international human rights enforcement mechanisms under the UN system and be able to evaluate their effectiveness; 2. have a detailed knowledge of the content of and challenges associated with various human rights; 3. evaluate some of the philosophical bases of

conundrums with international human rights law; 4. use such knowledge to identify and understand the implications of international human rights law for Australian domestic law and practice, as well as its relevance in international affairs.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** R Smith, 2010 4th edn International Human Rights Melbourne, Oxford University Press H Steiner, P Alston and R Goodman, 2007 3rd edn International Human Rights in Context: Law, Politics, Morals Melbourne Oxford University Press

**Assessment:** Presentation, Tutorial Presentation, 15%. Assignment, 3,500 word Research Paper, 35%. Examination, Open book, 50%.

## BLB4146 WILLS AND THE ADMINISTRATION OF ESTATES

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study content will include: Intestacy and the administration and distribution of property of persons who have not made a Will; Testamentary capacity and intention; The legal requirements for the making, execution and alteration of a Will; Legacies, Bequests, Devises, Life Interests, Trusts and Residue; Mutual Wills; Duties of Lawyers in drafting and executing Wills; Applications for Grant of Probate and contests in relation to the granting of Probate; Duties and Powers of Executors and Administrators The administration of estates; calling in and distribution of property.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to explain the legal requirements for the making of a valid Will, the principles involved in the construction of a Will and various clauses within Wills, together with the principles and procedure of probate and the administration of estates generally.

**Class Contact:** Equivalent to three hours per week. One two hour lecture and one one-hour seminar per week. Unit of study equal to 12 credit points.

**Required Reading:** R Croucher, P Vines 2009 Succession: Families, Property and Death LexisNexis Butterworths

**Assessment:** Assignment, 3,000 words, 40%. Examination, 3 hours, 60%.

## BLB5500 COMPARATIVE LEGAL SYSTEMS

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** The first part of the unit of study is concerned with an introduction to the major legal systems in the world. The meaning, sources, and structure of law in these legal systems, together with their reception into South and South East Asia will be dealt with in the second part. The role of the legal profession and legal education in those countries will be discussed along with other topics.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** De Cruz, P., 1999, Comparative Law in a Changing World, Cavendish, London. Zweigert, K. and Kotz, H., 1998, An Introduction to Comparative Law, North Holland Publishing Co.

**Assessment:** Research paper, 50%; Examination, 50%.

## BLB5501 LEGAL RESEARCH AND WRITING

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** Students will be introduced to primary and secondary legal sources of legal research materials and the means of researching them using both paper based and electronic resources. Students will learn appropriate research strategies and techniques and methods of citation. Students will be introduced to a range of legal writing styles, methods of critical analysis and the presentation of legal argument.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students will be able to:

- Locate and interpret legislation and case law as well as secondary legal materials;
- Critically evaluate the social, political and cultural situations which have shaped the creation, and affect the use, of law;
- Locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and
- Plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, self paced and online delivery. Unit of study equal to 12 credit points.

**Required Reading:** Nemes, I. and Coss, G., 2001, Effective Legal Research Butterworths, Sydney, Australia.

**Assessment:** Assignment, Research assignment, 40%. Case Study, Case study, 40%. Tutorial Participation, Tutorial participation and contribution to discussion, 20%.

## BLB5502 ASIAN BUSINESS LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study will introduce students to the sources of Asian law, the principles of Asian legal systems such as the separation of powers. Depending on the interests of the lecturer and the students the content of this unit of study may vary. Initially, this unit of study will be primarily focused on the legal systems of Greater China including PRC, Hong Kong and Taiwan.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Jian Fu Chen, 1999, Chinese Law: Towards An Understanding of Chinese Law, Its Nature and Development, Law International, Hague. Kluwer, Poh-Ling Tan (ed), 1997, Asian Legal Systems: Law, Society and Pluralism in East Asia, Butterworths, Sydney, Australia. Taylor, V. (ed), 1997, Asian Laws through Australian Eyes, LBC, Sydney, Australia.

**Assessment:** Two research papers and class presentations of draft papers, 100%.

## BLB5503 INTERNATIONAL TRADE LAW

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study contains two parts: the first part is a general introduction to the sources of international law, the nature of international trade law and the scope of international trade law; the second part covers a number of topics focusing on the GATT and the WTO, including the functions and process of the WTO, a detailed analyses of principles in the agreements of the Uruguay Round, the international trade dispute resolution regime, and trade related aspects such as

services, intellectual property, agricultural products. This second part also discusses the functions of the IMF and the World Bank.

**Credit Points:**12

**Learning Outcomes:**This unit aims to provide students with: An understanding of international economic relations; Treaty interpretation skills; Critical legal analysis skills; An understanding of the WTO and WTO jurisprudence; and An understanding of contemporary public international law issues relating to the WTO.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Pryles, M., Waincymer, J. and Davies, M., 1999, *International Trade Law: Commentary and Materials*, LBC.

**Assessment:**Assignment, 30%; Examination, 70%.

## BLB5505 IMMIGRATION LAW AND PRACTICE

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study will introduce students to the sources of immigration law. It will introduce the structure of Australian visas and the Australian citizenship. It will focus on the migration applications. The migration agent registration scheme is also included. The administrative and judicial review of the decisions on immigration applications are also key parts of this unit of study.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised.

**Assessment:**Assignment, 25%; Examination, 75%.

## BLB5506 TELECOMMUNICATIONS LAW AND POLICY

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide an overview and analysis of the law relating to telecommunications, broadcasting and radio communications in Australia. Principal topics include: convergence of media and the legal boundaries affecting telecommunications and services encompassing broadcasting and narrow casting; reform of the telecommunications since 1997; the liabilities of telecommunications carriers and service providers; interconnection issues; regulation of competition; control and ownership issues; the regulatory process; and the role of regulators including AUSTEL, ACCC, the ABA and SMA.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Gillies, D. and Marshall, R., 1997, *Telecommunications Law*, Butterworths, Sydney, Australia.

**Assessment:**Assignment, 40%; Examination, 60%.

## BLB5507 INTERNATIONAL COMMERCIAL LAW

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**This unit of study examines a number of legal issues arising in typical international commercial transactions. Among the matters to be discussed are the Vienna Convention on International Sales, contracts for international sale of goods, carriage of goods by sea, air and land, international financing and banking

(particularly letters of credit), marine insurance, foreign investment, import control, GATT and WTO, conflict of laws and the resolution of international commercial disputes.

**Credit Points:**12

**Learning Outcomes:**Upon completion of this unit of study, students will be able to:

- examine a number of legal issues arising in typical international commercial transactions; and
- examine International Sales, contracts for international sale of goods, carriage of goods by sea, air and land, international financing and banking (particularly letters of credit), marine insurance, foreign investment, import control, GATT and WTO, conflict of laws and the resolution of international commercial disputes.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Mo, J. (2009) *4th Ed International Commercial Law* Butterworths, Sydney, Australia.

**Assessment:**Assignment, Assignment, 40%. Examination, Examination, 60%.

## BLB5508 MASTERS READING COURSE

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study will be taught as a series of seminars and discussions, each of which focuses on a particular philosophical approach to legal research. It is anticipated that guest speakers, including recent research masters of PhD graduates will explain the philosophical basis of their research or writing, and present issues for debate and analysis by students. Students will be expected to complete assigned readings prior to each seminar, and to come along prepared to engage in an informed debate.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised.

**Assessment:**Major research assignment, 70%; Contribution to weekly class discussions and debates, 30%.

## BLB5509 INTRODUCTION TO LAW AND ECONOMICS

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study introduces the student to an interdisciplinary analysis of the law: the economic analysis of law. Principle topics include: Outline of the essential analytical framework of microeconomics. The distinction between positive and normative analysis and its significance. Survey of foundation articles and scholarship in the area of law and economics. Use of explicit and hypothetical contractarian models to view the law. Application of the analysis to certain commercial aspects of contract law, tort law, property law and the law of fiduciary obligations. Consideration of the limits and critiques of law and economics.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Cooter, R. and Ulen, T., 2nd edn, 1997, Law and Economics, Addison-Wesley, Massachusetts, USA. Katz, A.W., 1998, Foundations in the Economic Approach to Law, Oxford University Press, New York, USA.

**Assessment:**Research paper, 50%; Examination, 50%.

### BLB5510 ADVANCED CORPORATE LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**BLB5530 - COMPARATIVE CORPORATE LAW

**Description:**This unit of study will provide students with advanced knowledge of specialised areas of Australian Corporations Law. Particular attention will be given to areas of Australian insolvency law, such as voluntary administration, schemes of administration, receivership, the powers of liquidators, winding up and dissolution of companies.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Tomasic, R. and Whitford, K., 2nd edn, 1997, Australian Insolvency and Bankruptcy Law, Butterworths, Sydney, Australia.

**Assessment:**Assignment 1, 50%; Assignment 2, 50%.

### BLB5511 PLAIN ENGLISH AND COMMERCIAL DRAFTING

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study covers the principles of good legal writing. A critical appreciation of traditional legal English and its impact on comprehensibility and the consumer driven movement towards comprehensible documents. Students will study in specific areas of practice such as notarial practice, property & commercial law.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Identify the formation of plain English guidelines;
- Draft comprehensive commercial legal documents using plain English; and
- Apply plain English guidelines when drafting in a business and commercial setting.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of tutorial and or online delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**A manual of readings and exercises will be provided by the lecturer.

**Assessment:**Assignment, Assignment 1, 50%. Assignment, Assignment 2, 50%.

### BLB5512 E-COMMERCE AND THE LAW

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide an overview and analysis of legal issues arising in the electronic commerce environment affecting businesses, consumers and regulators. Topics include: formation of contracts and the impact of legislation governing consumer protection, electronic transactions and content; security, electronic signatures, authentication and privacy; sources of liability including negligence, defamation, confidentiality, and copyright in the digital environment; and jurisdictional questions.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Brien C, Brien J 2004 Netlaw LexisNexis Butterworths Fitzgerald B, Fitzgerald A 2007 etal Internet and E-Commerce Law Thomson Law Book Co Lim, Yee Fen 2007 Cyberspace! Commentaries and Materials Oxford University Press

**Assessment:**Assignment, 40%; Examination, 50%; Seminar participation, 10%.

### BLB5513 ADVANCED RESEARCH METHODS IN LAW

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study provides a comprehensive introduction to research methodologies in law, including the consideration of possible research topics for academic thesis/dissertations. Included in the unit of study matter of the course are examinations of the research process, considerations of ethical issues in legal research, problem definition and the research proposal, survey research, questionnaire design, quantitative research in law, and an exploration of different research paradigms and writing styles in legal research.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students will be able to:

- Locate and interpret legislation and case law as well as secondary legal materials;
- Critically evaluate the social, political and cultural situations which have shaped the creation, and affect the use, of law; locate particular legal problems and research questions in the context of a fragmenting and globalising legal order; and
- Plan a legal research project with insights into interdisciplinary approaches to investigating legal controversies.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Beattie S. 2010 3rd edition The Law Workbook Sydney: Federation Press.

**Assessment:**Assignment, Assignment on applying research methodology to legal issues and/or ethical issues in legal research, 25%. Assignment, Applied Legal Research Assignment (can be done in group or individual mode), 35%. Project, Research Project, 40%.

### BLB5520 DISSERTATION

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**Students will be required to select a research topic and negotiate the topic, research questions and research method in consultation with an appointed supervisor. A dissertation of 15,000 words is required for the standard degree, and 25,000 words for the Honours degree.

**Credit Points:**24

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- Research and write a dissertation paper of a publishable quality.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 24 credit points.

**Required Reading:**There are no required readings as such due to the varied nature of individual student's dissertation paper.

**Assessment:**Dissertation, Dissertation Paper, 100%.

### BLB5522 DISSERTATION (FULL-TIME)

**Locations:**City Flinders.

**Prerequisites:**Completion of coursework units of study in the professional doctorate in law.

**Description:**The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.

**Credit Points:**48

**Learning Outcomes:**The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.

**Class Contact:**Students are required to meet regularly with their appointed supervisor. Unit of study equal to 4 x 48 credit points (f/t).

**Required Reading:**The unit is based on independent research and references will be determined by the field of study.

**Assessment:**Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.

### BLB5523 DISSERTATION (PART-TIME)

**Locations:**City Flinders.

**Prerequisites:**Completion of coursework units of study in the professional doctorate in law.

**Description:**The unit of study requires the completion of a dissertation in a specific area of commercial law or such other areas as may be approved from time to time by the Head of School.

**Credit Points:**24

**Learning Outcomes:**The unit of study is designed to provide training and education with the objective of producing a graduate with a capacity to conduct research independently at a high level of originality and quality in the field of commercial law. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final dissertation is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution of knowledge.

**Class Contact:**Students are required to meet regularly with their appointed supervisor. Unit of study equal to 8 x 24 credit points (p/t).

**Required Reading:**The unit is based on independent research and references will be determined by the field of study.

**Assessment:**Research dissertation, normally 60,000 words in length (or in special cases, as approved by the Head of School of Law, two shorter papers of 30,000 words each), 100%.

### BLB5530 COMPARATIVE CORPORATE LAW

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study will examine one or more areas of commercial law from a comparative perspective. The unit of study will provide a focused introduction to the field of comparative law and do this by examining one of more commercial law unit of studys depending on the interests of the lecturer. It is expected that areas which would be suitable for comparative analysis would include the corporate laws of a number of different countries, the insolvency law of different countries as well as the contract laws of different countries.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Tomasic, R., 1999, Company Laws in East Asia, Ashgate/Dartmouth Press, England.

**Assessment:**Major Assignment 1, 50%; Major Assignment 2, 50%.

### BLB5551 INTRODUCTION TO SUPERANNUATION AND ITS REGULATORY ENVIRONMENT

**Locations:**City Queen.

**Prerequisites:**Nil

**Description:**Retirement Savings in Australia - A Global Perspective, Retirement Savings, Programmes Around the World, The Demographic Imperative, Global responses to the problem, The Australian Response, Income in retirement - how much is enough?, The Development of Superannuation Funds, The birth of superannuation funds, Expansion of benefits and coverage, Impact of tax and social security, Work force coverage and award superannuation, Problems with award and superannuation Superannuation guarantee charge, Choice of fund, Types of Superannuation Schemes, The Service Providers, Types of Investment Vehicles, Key investment characteristics, Superannuation investment vehicles, Average asset holdings of superannuation funds, Legal and Taxation Issues, Taxation, Regulatory framework, Superannuation Funds Assets, Assets - current position, Changes in preferred savings vehicles, Overview of Main Fund Types, The main fund types, Corporate Funds, Master trusts, Industry funds, Public sector funds, Review

**Credit Points:**12

**Learning Outcomes:**At the end of this topic you should be able to: describe the development of superannuation in Australia; distinguish between defined benefit funds and accumulated benefit funds; identify the roles of the various service providers in superannuation; describe the key investment characteristics of each of the main classes of superannuation vehicles; outline the current state of superannuation assets in Australia and trends seen in superannuation holdings; outline the basic taxation issues to be considered in superannuation investments; differentiate between corporate funds, master trusts, public sector funds and industry funds on the basis of key superannuation issues.

**Class Contact:**Up to thirty-six hours, normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The Australian Tax Practice 4 Volume loose-leaf service. Quinlivan, Beth, 1997, The Dictionary of Superannuation (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824.

**Assessment:**One research assignment (2,500 words), 50%; Final Examination, 50%.

## BLB5552 DUTIES OF SUPERANNUATION TRUSTEES

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**Who may be a Trustee? What is a trust? Trustee requirements; SIS restrictions; Roles of a Trustee; Legal Custodian; Executive officer; Fiduciary; Duties of a Trustee; Equitable duties; SIS duties; Partial codification of duties; Trustee subject to private law; Powers of a Trustee; Exercising a power; Types of power; Liability of a Trustee; Personal liability under law of equity; Liability of directors of a corporate trustee; Limitation of liability in trust deed; Statutory protection; Liability indemnity insurance; Right of reimbursement; Penalties under SIS; Becoming a Trustee; Considerations; Appointment; Retirement; Policy committees; Future of Trusteeship; Review.

**Credit Points:**12

**Learning Outcomes:**At the end of this topic you should be able to: define the roles of a trustee as a legal custodian, executive officer and fiduciary; list and define the fiduciary duties imposed by the law of equity upon trustees; list and define the statutory duties imposed upon trustees of regulated superannuation funds by SIS; describe the powers of a trustee; understand the liability of trustees and the limitations of that liability; appreciate the impact of recent initiatives on the future of superannuation fund trusteeship.

**Class Contact:**Up to 36 Hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law

**Required Reading:**Quinlivan, Beth, 1997, *The Dictionary of Superannuation* (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. 2002/2003 *Australian Master Superannuation Guide*, CCh Australia, phone 1300 300 224. *The Australian Financial Review Dictionary of Investment terms*, County Investment Management, 2000, Fifth Edition (also available at [www.investco.com.au](http://www.investco.com.au) website). *The Australian Tax Practice*, 4 Volume, loose-leaf service.

**Assessment:**One research assignment (2,500 words), 50%; Final Examination, 50%.

## BLB5553 SUPERANNUATION COMPLIANCE FRAMEWORK

**Locations:**City Queen, City Flinders.

**Prerequisites:**(Nil)

**Description:**Overview: Why keep records and have information systems? What records are kept? Who keeps these records? For how long are these records maintained? How long a period are records to be kept? Compliance, Influencing Records, Legislation, Type of fund, Benefit type, Member Records, Basic member data, Tax Film Number, Records for defined benefit funds, Records for defined contribution plans, Plan Accounting Records, Introduction, Contribution income, Investment assets, Investment, Benefit payments, Fund expenses, Fund liabilities, Financial statement, New Members, Eligibility versus compulsion, Joining a plan, Reporting to Members, Annual statement, Information relating to significant events, Information on request, Benefit Payments, Information to members, Processing termination payments, Other administrative considerations, Plan Returns and Reports, ASIC requirements, Public offer funds, Annual reports to members, APRA requirements, Audit requirements, Other annual report, Current Issues, Casual employees, Fund choice, Member investment choice, Divorce, What is a rollover? What can be rolled over? What can't be rolled over? Tax reasons for rolling over, How rollovers are taxed? Roll over options, Consolidating benefits, Superannuation funds and RSAs, Approved Deposit Funds, Annuities, Review.

**Credit Points:**12

**Learning Outcomes:**At the end of this topic you should be able to: describe the Commonwealth Government's power to regulate superannuation under the Constitution; explain the principles of common law relevant to superannuation, trust law and fiduciary principles; outline the standards under the Superannuation Industry (Supervision) Act 1993 (Cth) and accompanying Regulations (SIS) which superannuation funds are required to meet for concessional tax treatment; distinguish between complying and non-complying superannuation funds and outline the taxation treatment of complying and non-complying superannuation funds, under the Income Tax Assessment Act 1936 (Cth) (1936 Tax Act); explain what member investment choice is, and outline the effects on trustees of a fund offering member investment choice; outline the regulation of funds which fall under the Corporations Act rather than SIS; explain the regulatory structure and taxation of life insurance companies; outline the compulsory provision of superannuation by employers, including the Superannuation Guarantee Charge; outline the changes established by the Financial Services Reform Act (FSR) and the Family Law Legislation Amendment (Superannuation) Act; understand the effect of recent developments.

**Class Contact:**Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Quinlivan, Beth, 1997, *The Dictionary of Superannuation* (available from the offices of the Association of Superannuation Funds of Australia), phone (02) 9264 9300, fax (02) 9264 8824. 2002/2003, *Australian Master Superannuation Guide*, CCh Australia, phone 1300 300 224. *The Australian Financial Review Dictionary of Investment terms* from County Investment Management, 2000, Fifth Edition (also available at [www.investco.com.au](http://www.investco.com.au) website). *The Australian Tax Practice*, 4 Volume, loose-leaf service.

**Assessment:**One research assignment (2,500 words), 50%; Final Examination, 50%.

## BLB5554 TAXATION OF SUPERANNUATION

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study gives an overview of the policy and legislative framework for the taxation of superannuation. It covers superannuation contributions, the taxation of superannuation funds in Part IX of the Income Tax Assessment Act 1936 (Cth), reasonable benefit limits, the taxation of eligible termination payments and the taxation of pensions and annuities.

**Credit Points:**12

**Learning Outcomes:**Students will have a detailed understanding of the policies, technical rules and current practical problems involved in the taxation of superannuation.

**Class Contact:**Up to thirty-six hours normally to be delivered as a combination of lecture, seminar, tutorial and/or workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Robert M. C. Brown et al, *Australian Superannuation Practice*, Australian Tax Practice, Sydney. 1988 - to date (loose leaf) CCH Australia, 2004, *Superannuation: Taxation Materials*, CCH Australia, Sydney.

**Assessment:**Research assignment (2,500 words), 50%; Final Examination, 50%.

## BLB5555 COMMERCIAL CONTRACTS

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**The unit of study gives an overview of the fundamentals of contract law and will enable students to understand the principles and their application to commercial transactions. It will examine the historical development of contract, its

place in economic and other theories of law and the impact of globalisation on domestic contract regimes. Topics will include: the principles and theories of contract law and their evolution in common law and international commercial law, the formal requirements for valid contracts and their discharge as well as the factors which may vitiate a contract.

**Credit Points:** 12

**Learning Outcomes:** Students will have an understanding of the fundamental principles of contract law and be able to apply them to commercial transactions.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Carter, J.W. and Harland, D.J., 2002, Contract Law in Australia, 4th edition, Butterworths, Sydney. Carter, J.W. and Harland, D.J., 2004, Cases and Materials on Contract Law in Australia, 4th edition, Lexis Nexis Butterworths, Sydney.

**Assessment:** Research assignment (2500 words), 50%; Final examination, 50%.

### **BLB5556 ADVANCED ALTERNATIVE DISPUTE RESOLUTION**

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study provides an introduction to processes, other than litigation and arbitration, for resolving disputes. It focuses on negotiation and mediation in the context of current issues producing commercial disputes. Topics include: the theory underlying negotiation and mediation and the contexts in which they are used rather than litigation or arbitration; the causes of commercial conflicts, the roles and objectives of alternative dispute resolution (ADR) processes; the choice between facilitative, advisory and determinative processes; the skills, settings and processes required for finding agreement including identifying and reframing issues; identifying problems in designing and using effective ADR systems; and future trends in ADR.

**Credit Points:** 12

**Learning Outcomes:** Students will be aware of alternative dispute processes, the processes used within them, the policies on which they rest and the skills required by professionals acting within them.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Spegel, Rogers and Buckley, 1998, Negotiation: Theories and techniques, Butterworths, Sydney. Tania Sourdin, 2002, Alternative Dispute Resolution, Lawbook Co., Sydney.

**Assessment:** Two practical exercises during the course, 50%; One research paper or case study (2500 words), 50%.

### **BLB5557 COMMERCIAL ARBITRATION LAW**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study will cover the law relating to domestic arbitration in a comprehensive compass. It will enable students to gain a knowledge of the law applicable to the initiation and conduct of an arbitration as a form of alternative dispute resolution and the obtaining and enforcement of an arbitral award. Specific topics covered will be matters preliminary to arbitration; disputes that may be referred to arbitration; the arbitration agreement; enforcing the duty to arbitrate; appointment of the arbitrator(s); challenges to the appointment of arbitrators; the Commercial Arbitration Act 1984 and its operation in relation to domestic arbitration; the role of arbitral institutions; what is domestic arbitration as opposed to an

international arbitration; the role of the court in respect of arbitration; rules applicable to the conduct of arbitrations; procedural powers of arbitrators; confidentiality of proceedings; the arbitral award; making the award; challenges to the award; enforcement of the award; appeals from arbitrators. The relationship of arbitration to other methods of dispute resolution will form part of the unit of study. The unit of study presupposes a good knowledge of contract and commercial law. In addition to the statutory basis for arbitration in Victoria students will be expected to read and discuss a number of leading cases dealing with arbitration since much of the law of arbitration is contained in the cases.

**Credit Points:** 12

**Learning Outcomes:** A thorough knowledge of the principles of commercial arbitration law.

**Class Contact:** One semester, thirty-six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

**Required Reading:** Commercial Arbitration Act 1984 (Vic), International Arbitration Act 1974 (Cth)

**Assessment:** Take home examination paper or term paper at the election of candidates.

### **BLB5558 COMMERCIAL ARBITRATION PRACTICE AND PROCEDURE**

**Locations:** City Queen.

**Prerequisites:** BLB5557 - COMMERCIAL ARBITRATION LAW

**Description:** The unit of study provides specialised professional education for those working in commercial arbitration. It brings together a range of knowledge and skills that are needed by arbitrators in the running of the arbitral process. These skills include the conduct of preliminary and directions hearings; the conduct of the hearing proper including rulings, awards and costs.

**Credit Points:** 12

**Learning Outcomes:** A thorough knowledge of the conduct of an arbitration from directions hearing through to the handing down of a final arbitral award.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Commercial Arbitration Act 1984 (Vic)

**Assessment:** Seminar Participation, 20%; Role Play Moot Arbitration, 80%.

### **BLB5559 INTERNATIONAL COMMERCIAL ARBITRATION**

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study introduces students to international arbitration and deals with the following topics: the relevant legal instruments creating jurisdiction, the role and work of arbitral institutions, pre-commencement considerations, gathering and dealing with evidence, commencing an arbitration proceeding, nominating and challenging arbitrators, challenging the jurisdiction of the tribunal, interim protective measures, disclosure and discovery, procedural orders and interim awards, oral and written arguments, opening statements, techniques of examination, awards including: \*awards on jurisdiction and applicable law, partial awards and final awards, \*awards on interest and awards on costs, the correction of awards and additional awards and the enforcement and setting aside of awards.

**Credit Points:** 12

**Learning Outcomes:** Students will understand and evaluate the role of arbitration in international commercial disputes.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.



**Required Reading:** Marcus Jacobs, 1992, *International Commercial Arbitration in Australia: Law and Practice*, Law Book Co, Sydney.

**Assessment:** Two practical exercises during the course, 50%; One research essay or case study (2500 words), 50%.

### **BLB5560 JUDGEMENT, DECISION AND AWARD WRITING**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil.

**Description:** Parties who resort to the Arbitral process, whatever its results for them, need assurance that they have a fair hearing. To a small extent, information as to this can come from the conduct of the Arbitrator during the hearing. But the major source of such information is the judgement, decision and award of the Arbitrator. Such documents must accurately disclose the cast of mind of the Arbitrator. They must convey a logical train of thought in the decision making. They must convey that evidence or other materials upon which the Arbitrator has acted and why he has done so. They must convey that evidence or other material upon which the Arbitrator is not prepared to act and why. They must convey a sufficient understanding of the relevant legislation and authorities and the manner in which the Arbitrator has used them in decision making. They must convey a sufficient understanding in the Arbitrator of the Advocates submissions and why some have been upheld and some rejected. Hence the necessity for this unit of study for Arbitrators. It is also necessary for Advocates in that it enable them to detect flaws and errors in judgements and decisions made in the Arbitral process.

**Credit Points:** 12

**Learning Outcomes:** A thorough knowledge of the principles of judgment, decision and award writing.

**Class Contact:** One semester, thirty six hours over a 4-day intensive period. Unit of study equal to 12 credit points.

**Required Reading:** Commercial Arbitration Act 1984 (Vic) International Arbitration Act 1974 (Cth).

**Assessment:** Take home examination paper or term paper at election of candidate. The writing of a judgement, decision etc upon an agreed set of facts.

### **BLB6001 CULTURAL DIVERSITY AND COMMUNITY PARTICIPATION IN CRIME CONTROL**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The unit of study considers recent community based approaches to crime control, policing, criminal justice and treatment of offenders and victims. It considers how cultural values and formations influence perceptions of crime and responses to it within communities, both local and transnational. Case studies include the roles of informal networks, local governance, customary norms and diversion programs. As well as academic insights, students will gain experience as regulators with community relations such as the conduct of consultations and meetings.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Johnston, L. and Shearing, C., 2002, *Governing Security: Explorations in Policing and Justice*, Routledge, London. Strang, H. and Braithwaite, J. (ed), 2001, *Restorative Justice and Civil Society*, Cambridge University Press, Melbourne.

**Assessment:** One research assignment (2500 words), 50%; One group exercise (2500 words), 50%.

### **BLB6002 COMPLIANCE AND SELF-REGULATION: THE CORPORATE ROLE**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The unit of study studies recent strategies that seek to guide systems and personnel within corporations to take responsibility for preventing and remedying harm. It highlights the emergence of the compliance officer and considers how these officers might deal effectively with external regulatory agencies and with their own executives and colleagues. As well as academic insights, students will gain experience as regulators with the design of internal processes, such as ethics and oversight committees, plans and audits.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Parker, C., 2002, *The Open Corporation: Effective Self-Regulation and Democracy*, Cambridge University Press, Melbourne. Clough, J. and Mulhern, C., 2002, *The Prosecution of Corporations and their Officers*, Oxford University Press, Melbourne.

**Assessment:** One case study (2500 words), 50%; One essay (2500 words), 50%.

### **BLB6003 CROSS-BORDER REGULATION**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The unit of study traces the growth of functional regulatory networks and international organizations (such as Interpol, OECD, IOSCO and the Basle Committee) and the development of informal understandings, cooperative procedures, codes of conduct and international standards for regulation. It considers their relationships with private centers of power and the authority of nation states.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Braithwaite, J. and Drahos, P., 2000, *Global Business Regulation*, Cambridge University Press. Stessens, G., 2000, *Money Laundering: A New International Law Enforcement Model*, Cambridge University Press, Cambridge. Deflem, M., 2002, *Policing World Society: Historical Foundations of International Police Cooperation*, Oxford University Press, Oxford.

**Assessment:** One report (2500 words), 50%; One research assignment (2500 words), 50%.

### **BLB6004 MULTI-JURISDICTIONAL CRIMINAL JUSTICE**

**Locations:** City Queen, City Flinders.

**Prerequisites:** Nil

**Description:** The unit of study follows the characteristic steps through which criminal and other regulatory offences are prosecuted and defended. It assesses the variety of means which are employed to mediate the conflicts of law that arise. These include the use of constitutional and legislative documents, civil liberties and human rights, choices of law and location, conflict of laws doctrine, and extradition and enforcement of judgements treaties.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Kittichaisaree, K., 2001, *International Criminal Law*, Oxford University Press, Melbourne. Hirst, M., 2003, *Jurisdiction and the Ambit of the*

Criminal Law, Oxford University Press, Oxford.

**Assessment:**One report (2500 words), 50%; One case assignment (2500 words), 50%.

### **BLB6005 RESEARCH METHODS AND PROFESSIONAL STANDARDS**

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study identifies the range of professionals involved today in regulatory policy making, such as accountants, engineers, lawyers, medical specialists and psychologists. Through case studies, it compares the approaches they take to research, the formulation of issues, the weighing of evidence and the recommendation of reforms. Topics include the identification of hazards and harms, the determination of breaches, and the treatment of offenders. It examines the ways their expertise is subjected to scrutiny, both internally within codes of professional conduct and externally in the courts and the new administrative law.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Freckelton, I. and Selby, H., 2002, *Expert Evidence: Law, Practice, Procedure and Advocacy*, 2nd edn, Lawbook Co, Sydney. Freeman, M. and Reece, H. (eds), 1998, *Science in Court*, Ashgate, Aldershot.

**Assessment:**One case study (2500 words), 50%; One essay (2500 words), 50%.

### **BLB6607 PUBLIC INTEREST LITIGATION AND CIVIL REMED**

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**Both the common law and legislative schemes provide regulatory agencies and private citizens with opportunities to sue wrongdoers for civil remedies. Through case studies and practice guides, the unit of study explores the uses made of civil action. It considers such innovations in litigation as class actions, conditional fees, and civil penalties and responses to litigiousness like case management, ADR, limitation of liability and statutory insurance funds. The civil action will be compared with other strategies including criminal prosecution and law reform campaigns. This unit will be taught with input from a public interest law centre such as the consumer law centre, environmental defender's office or the public interest advocacy centre.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Australian Law Reform commission, *Civil and Administrative Penalties*, Discussion Paper 65, April 2002, PIAC. Symes, T., Renger, M. and Paradise, N., 1996, *Environmental Litigation*, Federation Press, Sydney.

**Assessment:**One research assignment (2500 words), 50%; One practical exercise (preparation and delivery of brief), 50%.

### **BLB6608 CONTEMPORARY REGULATORY POLICY AND LAW**

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil

**Description:**Pursuing case studies, the unit of study evaluates the experience with different regulatory strategies, including the strategy of criminalizing conduct, and alternative approaches such as self-regulation, risk management, economic incentives, civil liability, administrative procedures, private contracting and public provision.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Baldwin, R. and Cave, M., 1999, *Understanding Regulation: Theory, Strategy and Practice*, Oxford University Press, Oxford. Campbell, D. and Picciotto, S. (eds), 2002, *New Directions in Regulatory Theory*, Blackwell, Oxford.

**Assessment:**One literature study (2500 words), 50%; One research assignment (2500 words), 50%.

### **BLB6630 TAX ADMINISTRATION AND PRACTICE**

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**This unit of study examines the procedural requirements for the efficient tax administration and practice and covers the following topics: (a) the universal concept of income and self assessment in the Australian taxation system; (b) the interaction of section 51 and section 55 of the Constitution with the Income Tax Assessment Act 1936 and the power of the Commissioner in respect of taxation; (c) the power of the Commissioner to issue notices of assessment and the reliance on section 175 for the validity of assessment and section 177 as conclusive evidence of the tax liability; (d) the objection, review and appeal process to challenge the validity of the assessment; (e) the Freedom of Information Act as an effective tool for the taxpayer to obtain information from the Australian Taxation Office; (f) the private ruling system and the legal effect of a private ruling; (g) the Commissioner's power to access information and documents under section 263, 264 and 264A of the Income Tax Assessment Act; (h) the taxpayer's claim to legal professional privilege; (i) the structure of administrative penalties and the Commissioner's discretionary power.

**Credit Points:**12

**Learning Outcomes:**A student who has successfully completed the subject will have a sound knowledge and understanding of the following:

- the power and the authority of the Commissioner to impose income tax;
- the statutory framework provided in sections 263, 264 and 264A of the Income Tax Act 1936 giving power to the Commissioner to gather information and documents for the proper administration of the tax legislation;
- the procedure adopted by the Commissioner to serve a notice of assessment, a notice of amended assessment and recovery of outstanding tax liability;
- the taxpayer's defence to recovery proceedings, objections and appeal process to challenge the notice of assessment;
- ATO Rulings and principles in relation to penalty provisions;
- procedure for the application of private rulings to the Commissioner and the legal effect of private rulings;
- the penalty tax regime and the Commissioner's discretionary power to impose and remit penalties; and
- the criminal offences and consequences arising from breaches of the tax legislation.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The tax legislation and the course materials which will be issued to

the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of the unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6631 TAXATION OF TRUSTS, COMPANIES AND PARTNERSHIPS

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide an analysis of the law relating to the following: (a) the meaning of Trust and Trust Estate; (b) the position of a beneficiary and a trustee in relation to tax liability in general; (c) the special position of infants and beneficiaries under a disability in relation to tax liability under a trust; (d) the nature of beneficiary's interest in fixed and unit trusts; (e) the legal consequences and tax implications arising from deceased estates; (f) issues of capital gains and losses arising under Part IIIA; (g) tax consequences for 'New Generation' trust stripping schemes; (h) withholding tax liability of non-resident beneficiaries of Australian trusts; (i) the application of the 'use test' for interest deductions; (j) the rules in relation to company tax liability by private, public companies and shareholders receiving income by way of dividends; (k) the responsibility of company directors in relation to tax liability by the company; (l) the tax rules in relation to partnership and tax liability by the partners.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have a thorough knowledge and understanding of the following:

- the relevant trust relationship;
- whether the Commissioner can ignore the trust relationship in certain situations;
- the position of trustees and beneficiaries: liability to tax in general;
- the operation of the provisions of Part IIIA of the Income Tax Act;
- the tax position of a beneficiary under a legal disability and presently entitled and a beneficiary not under a legal disability and presently entitled;
- the nature of a beneficiary's interest in fixed, unit trusts, discretionary trusts and deceased estates;
- Trustees: compliance with Act and payment of Tax.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6632 CAPITAL GAINS TAX: PRINCIPLES AND PROBLEMS

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide the student with a sound knowledge and understanding of the Capital Gains Tax regime by studying the following topics: (a) the history of Capital Gains Tax in Australia: economic, fiscal and political

considerations; (b) the design and structure of the Capital Gains Tax regime; (c) the essential elements of the Capital Gains Tax Legislation: 'asset' 'acquisition' and 'Capital Gains Tax event'; (d) the relationship of Capital Gains Tax provisions with other provisions in the Act; (e) capital gains receipts as a special kind of income: 'statutory income'; (f) the identification of a Capital Gains Tax event; (g) the extensive meaning of 'property': creating contractual and other rights; (h) the exceptions and exemptions to capital gains and losses; (i) special circumstances and reliefs under the roll-over provisions; (j) special concessions for small business; (k) the effect of death upon the asset; (l) Capital Gains Tax consequences for non-residents making a capital gains or loss; (m) Capital Gains Tax and the value shifting regime; (n) the transfer of assets as a result of court orders.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have:

- an understanding of the historical background of taxation of Capital Gains in Australia;
- an up to date knowledge of the Capital Gains Tax statutory framework;
- a capacity to identify the events that trigger the operation of the Capital Gains Tax legislation and be able to advise;
- a capacity to identify and differentiate between capital and income for the purpose of the Capital Gains Tax legislation;
- a working knowledge of the calculation of capital gains and losses.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6633 ISSUES AND PRINCIPLES IN GST LEGISLATION

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to analyse and explain the way the GST legislation operates by looking at the following topics: (a) what is GST? (b) what is the meaning of 'supply' and 'supplier' in the context of the GST legislation; (c) GST liability and input tax credits; (d) the requirement of registration for GST purposes; (e) basis of accounting, tax periods and payment of GST; (f) GST-free supplies; (g) the application of GST to groups and joint ventures; (h) GST: financial supplies; (i) GST: buying and selling a business as the supply; (j) GST: real property as the supply. The effect of the 'margin' method; (k) GST: imports and exports of goods; (l) GST related offences: penalties and criminal consequences.

**Credit Points:** 12

**Learning Outcomes:** A student who has completed this subject will have a thorough knowledge and understanding of the following: (a) the aims, objectives and policy behind the GST legislation; (b) the statutory framework of the GST legislation including its structure and rules; (c) the impact that GST has on business procedures and practices; (d) the way GST applies and operates; (e) who carries the burden of GST: collection and remittance; (f) the special rules of GST exemptions and GST-free supplies; (g) the way GST applies to real estate.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as

a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The tax legislation and course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:**Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6634 INTERNATIONAL TAXATION AND TRANSFER PRICING**

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide the student with an understanding of the way the Australian taxation system deals with matters of international taxation by studying the following topics: (a) the universal concept of income that underpins the Income Tax Assessment Act 1936; (b) the concepts of 'resident' and 'non-resident' according to the Income Tax Assessment Act 1936 (c) the avoidance of double taxation and the Double Tax Agreements between Australia and other contracting parties; (d) the interaction between the domestic law, the International Agreement Act and the Double Tax Agreements; (e) the OECD Model Convention and the Double Tax Agreements; (f) the role of the courts in interpreting Double Tax Agreements; (g) the power of the Commissioner to gather information from overseas jurisdictions about enquiries in taxation matters; (h) the OECD policy on international tax practices; (i) world trends in tax policy; (j) recent developments in transfer pricing; (k) recent developments and practical problems in controlled foreign corporation (CFC) rules.

**Credit Points:**12

**Learning Outcomes:**A student who has successfully completed this subject will have a thorough understanding of the following:

- the provisions in the Australian taxation system dealing with international taxation;
- the way the Income Tax Assessment Act 1936 interacts with overseas jurisdictions;
- the various provisions in the Double Tax Agreements between Australia and the other contracting parties in relation to certain taxes of non-residents;
- the taxation of trust distribution, dividends and income to foreign residents from an Australian source;
- the taxation of income, trust receipts and dividends by an Australian resident from a foreign source;
- the power of the commissioner to gather information in relation to an audit from a foreign taxing authority;
- the way the OECD Model Convention deals with matters of international taxation.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study

**Assessment:**Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and

approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6635 TAXATION AND INVESTMENT LAW IN ASIA**

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**The unit of study examines the following: (a) the key elements and factors in the evolution of the regime for foreign investment; (b) the regulatory framework related to foreign investment; (c) the role of national government in investment promotion policies and programs; (d) the salient features of the off-shore company regime in Labuan as a tax haven in the Asian-Pacific region; (e) the legal implications of the ASEAN Free Trade Agreement as a consequence of the Common Effective Preferential Tariff (CEPT); (f) the potential impact of AFTA (Asian Free Trade Agreement) and ASEAN Preferential Trade Agreement to improve economic co-operation in the Asian Pacific region; (g) the importance of bilateral tax agreements between Australia and the Asian countries in relation to transfer pricing and the operation of Part IVA of the Income Tax Act; (h) tax considerations in structuring the ownership of an international business; (i) tax aspects of cross-border mergers and acquisitions; (j) tax planning for out-bound investments.

**Credit Points:**12

**Learning Outcomes:**A student who has successfully completed the subject will have a sound knowledge of:

- the taxation regimes of the countries in the Asian region;
- the various incentives that such countries provide for the attraction of foreign capital;
- a comparison of the taxation incentives offered by the countries in the Asian region;
- Labuan as a tax haven in the Asian-Pacific region;
- the economic, legal and taxation systems of the countries in the Asian Pacific region;
- the advantages and disadvantages for foreign investors wishing to invest in such countries.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:**Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6636 ANTI-AVOIDANCE PROVISIONS IN AUSTRALIA, THE US AND EUROPEAN UNION COUNTRIES**

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**Topics to be studied include: (a) the legislative framework and operation of Part IVA as a general anti avoidance provision in Australia; (b) the deficiency of sec. 260 of the Act and the background to Part IVA; (c) issues about the operation of Part IVA in the light of recent decisions; (d) the identification of a scheme, tax benefit and dominant purpose for the operation of Part IVA; (e) dividend stripping arrangements falling within Part IVA; (f) the international exchange of information

on tax matters contained in the OECD Model Convention and the UN Model Convention and the rights of tax payers to review; (g) overview of anti avoidance practice in the US and European Union countries and a comparison with Part IVA provisions; (h) the role of the tax profession in relation to tax avoidance.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will:

- have a thorough understanding of the policy underlying the anti-avoidance provisions;
- have a thorough understanding of the relationship of the anti-avoidance provisions to the preservation of the revenue base of the state;
- the law relating to anti-avoidance in Australia and other selected countries;
- have a thorough understanding of the impact on tax structures so as to be able to advise in the area;
- be able to scrutinize a commercial transaction and establish whether the motivation dominant purpose and benefit behind the scheme of the taxpayer were designed for tax planning or tax avoidance;
- have a sound knowledge of the legislative framework of Part IVA;
- have an up to date knowledge of the courts' interpretation of the elements constituting a scheme for the purpose of Part IVA;
- have a thorough understanding of the procedures adopted by the Australian Taxation Office and foreign taxing authorities to gather information regarding an international commercial transaction with tax avoidance implications.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6637 LEGAL PROFESSIONAL PRIVILEGE: CURRENT DEVELOPMENTS**

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide an analysis and historical development of the legal professional privilege by studying the following topics: (a) the government's right to access information and documents to ensure the taxpayers pay their full taxes and that the provisions of the tax legislation are observed; (b) the common law development of the legal professional privilege to protect the individual right to privacy and self incrimination; (c) the ATO powers of access provided in the statutory framework of sections 263, 264 and 264A of the Income Tax Assessment Act 1936; (d) the interaction between legal professional privilege and access powers; (e) the rationale for legal professional privilege and the content of the privilege; (f) exceptional circumstances which render legal professional privilege inapplicable, waiver and abrogation of the privilege by legislative intent; (g) legal professional privilege and third party communication; (h) the Commonwealth Evidence Act 1995 and legal professional privilege; (i) the Commissioner's perspective on the legal professional privilege; (j) proposals for reform of the law on

legal professional privilege.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have a thorough knowledge and awareness of the following:

- the historical development of the law on legal professional privilege;
- the competing interests of the individual's right to privacy and the state's right to access information and documents;
- the extensive powers of access contained in sections 263, 264 and 264A of the Income Tax Assessment Act 1936;
- the remedies available to the taxpayer: injunctive relief, judicial review and freedom of information;
- the circumstances in which legal professional privilege may be claimed and exemptions to the rule;
- challenges of legal professional privilege and how the claim of privilege is handled by the Australian Taxation Office.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### **BLB6638 CRIMINAL LAW, THE TAX ADVISER AND THE TAX PAYER**

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study examines the criminal law risks for the tax adviser and the taxpayer by analysing the following areas: (a) the structure of the criminal code and the general principles and responsibility under the laws of the Commonwealth; (b) the law of complicity as it applies to tax advisers; (c) the potential criminal liability of tax advisers and the dividing line between discharging one's professional obligation and participating in a criminal enterprise; (d) the necessity to identify the client, dealing with the client and the potential conflict of interest; (e) the operation of the Commonwealth Evidence Act 1995 and the limitation on legal professional privilege; (f) the Commissioner's access and information gathering powers under section 263 and section 264 of the Income Tax Assessment Act 1936: some issues for tax advisers and criminal law practitioners.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have an understanding of:

- the changing role and landscape of the tax adviser in the commercial world;
- the Australian taxation system based on the assumption of honesty;
- the criminal law risks involved in tax practice for both the tax adviser and the taxpayer;
- the fine distinction between tax avoidance and tax planning schemes from a criminal law point of view;

- the caution and steps to be employed by the tax adviser in promoting and advising on a tax scheme;
- the courts' unpredictability in determining a particular commercial transaction as an illegal scheme under Part IVA and the conclusion of fraudulent behaviour by the tax adviser;
- matters and issues that the tax adviser should not overlook in offering tax advice;
- the criminal law as it applies to international tax advisers and their clients.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6639 ADVANCED TAXATION OF CAPITAL GAINS

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study examines the statutory framework of the Capital Gains Tax legislation and the way it applies in practice by studying the following topics: (a) the notion of asset in the context of the Capital Gains Tax legislation; (b) what constitutes a disposal and 'deemed' disposal as a CGT event; (c) the calculation of the cost base of the asset, capital gains and losses; (d) involuntary disposal of asset; (e) the special rules for non-arm's length transactions; (g) Capital Gains Tax consequences in restructuring mergers, consolidations and roll-overs; (h) Capital Gains Tax consequences in marriage break-down roll-overs as a result of court orders; (i) Capital Gains Tax rules for non-residents; (j) Capital Gains Tax and double tax agreements; (k) Capital Gains Tax and the value shifting rules.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have a thorough knowledge of the following:

- the policy, economic and fiscal considerations behind the introduction of the Capital Gains Tax legislation;
- an overview of the statutory framework of the Capital Gains Tax legislation;
- the way net capital gains and losses are calculated;
- the events that trigger the operation of the Capital Gains Tax legislation;
- the application of Capital Gains Tax legislation to trusts, companies and partnerships;
- when an asset becomes a CGT asset and the end of a CGT asset;
- general CGT exemptions and exempt taxpayers under the legislation;
- Capital Gains Tax consequences of a deceased estate.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to

the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6640 TAXATION IN MULTINATIONAL COMPANIES

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study examines the Income Tax Assessment Act 1936 provisions that apply to multinational companies that operate within Australia by studying the following topics: (a) The concept of multinational corporations; (b) The problems of taxing corporations; (c) The rules relating to the taxation of multinational companies; (d) anti-avoidance provisions affecting the operations of multinational companies; (e) the operation of double tax treaties to multinational companies.

**Credit Points:** 12

**Learning Outcomes:** A student who has successfully completed the subject will have a thorough understanding of:

- the law and practice in relation to the taxation of multinational companies operating within Australia;
- the law and practice in relation to multinational companies with Australian interests operating outside Australia;
- the relationship between the double tax treaties and multinational companies in relation to taxation.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:** Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

### BLB6641 REFORM AND SOCIAL ANALYSIS OF TAX LEGISLATION

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide the student with a critical assessment of the social consequences of tax law by studying the following areas: (a) the historical development of the Australian taxation system; (b) the concept of tax as an economic tool to achieve an equitable distribution of wealth in society; (c) the fluid concept of fairness and social justice within the fiscal policies and taxation system in Australia; (d) the relationship between the Australian taxation system and the management of the economy; (e) is there scope within the Australian taxation system for the family rather than the individual being the taxpayer?; (f) the Australian taxation system is based on convenience and expediency rather than social justice; (g) the Australian taxation system should take into account 'bracket creep'; (h) Australian public attitudes to taxation: distributive justice and equality of opportunity; (i) why religious and charitable institutions are treated differently by the Australian taxation system; (j) the fiscal policies of the major political parties; (k) tax reform as an implement of social change.

**Credit Points:**12

**Learning Outcomes:**A student who has successfully completed the subject will have an understanding of: (a)the history of tax; (b)the role of tax in society; (c)the process of tax reform; (d)the manner in which tax reform is implemented; (e)the role of tax as an implement of social change; (f)the relationship between tax and the economic philosophies in society.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**The tax legislation and the course materials which will be issued to the students prior to the commencement of the unit of study.

**Assessment:**Minor thesis of 2000 words within six weeks of commencement of unit of study, 30%; Research thesis of 6000 words on a topic chosen by the student and approved by the lecturers of the unit of study. Such thesis to be completed within four weeks from the completion of the unit of study, 70%.

## **BLO1105 BUSINESS LAW**

**Locations:**Footscray Park, City Flinders, Off-shore, Sunway, Malaysia; Education Centre of Australia, Sydney, Kuwait..

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with an understanding and awareness of the basic principles of Contract Law, a familiarity with relevant case law and an introduction to the statutory provisions pertinent to the course. The instructional methodology is also aimed at providing students with a format from which they may develop an understanding of legal reasoning as it applies to the analysis of contractual relationships. This Unit of Study aims to provide students with a working knowledge and overview of the legal system. Students will understand and be able to speak, write and read comprehensively in the language and terminology of Business Law. Students will gain an appreciation of contract and business law issues. Students will learn skills they can apply in their working life to avoid problem situations, and awareness of possible areas requiring reform. Students will learn techniques to locate the appropriate law to apply law to a contract problem.

**Credit Points:**12

**Learning Outcomes:**On completion of the Unit of Study, students should be able to:  
1. Identify and demonstrate an understanding of the application of legal issues in a business situation  
2. Accurately describe and explain the legal rights, duties and responsibilities of parties in a business context  
3. Research, apply and appropriately reference the appropriate law from particular statutes and case law  
4. Demonstrate a working knowledge of the law relating to contract issues

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Students are required to purchase the "Business Law Manual", which is available from VU Bookshops. Students are encouraged to purchase the prescribed texts listed below, which are also available from the Bookshops. In addition, students may wish to purchase the preliminary reading text or texts from among the listed recommended texts.Parker D and Box G, 2008 2nd edn Business Law for Business Students Sydney, Thomson Custom Publishing

**Assessment:**Test, Online - At risk assessment, 5%. Assignment, Essay, 25%. Tutorial Participation, Preparation, presentations and reflection, 10%. Examination, Final Exam, 60%.

## **BLO1452 TOURISM LAW**

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**This unit of study aims to provide supplementary legal knowledge concerning business practices and fields of law especially relevant to the tourism industry. Topics will include forms of potential business organisations partnership, company, trust. Trade practice and consumer protection legislation affecting the tourism industry, legal status of persons, nationality and citizenship, domestic restrictions and international conventions on the passage of persons and goods, taxation matters affecting the tourism industry, agency status and liability, negotiable instruments and the international transfer of funds.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Latimer, P., 1990, Australian Business Law, CCH.

**Assessment:**Class Test, 20%; Assignment, 20%; Examination, 60%.

## **BLO2205 CORPORATE LAW**

**Locations:**Werribee, Footscray Park, City Flinders, Sunway-Malaysia..

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**This unit of study aims to provide students with a sound appreciation of the principles relating to different business organisations. Students will consider non-corporate business forms including associations, sole trader, partnerships, trusts and joint ventures. More particularly, the unit of study aims to provide students with a sound understanding of the principles of company law and to develop their ability to apply those principles to situations they may encounter in their professional lives. Topics covered include: types of companies; registration of a company; corporate personality; corporate veil and lifting the corporate veil; company constitution; contracts made by the company; prospectus provisions; share capital; loan capital and security; directors and officers, directors duties; fraud on the minority and oppression of minority shareholders. It is hoped that the unit of study will also encourage and equip students to proceed to advanced study in the unit of study.

**Credit Points:**12

**Learning Outcomes:**This unit is designed to enable students to: Knowledge Distinguish between the legal frameworks for various business structures available for conducting business, in particular partnerships and companies; Understand the types of companies that can be incorporated; Understand the internal constitutional regulation of companies and the external regulatory framework of companies in Australia; Know how companies are incorporated, the effect of incorporation on managers, shareholders and 'outsiders'; Know the rights investors and shareholders and remedies of shareholders when their rights are affected; Understand the duties of directors and other officers and their role in corporate governance; Know the dimensions of corporate governance and implications for law and accounting practice; Know the reporting requirements, the rules regarding fundraising and aspects of external administration; and Be aware of reform issues. Skills Appreciate the implications of corporate governance issues on management and accounting practice; Be able to engage in the debate about how best to regulate companies; Use their knowledge to enhance good accounting practice; Further develop analysis, problem solving and critical writing skills; Further develop an ability to undertake independent research; Work co-operatively with others; and Reflect on their own learning Attitudes See law as a necessary, practical and positive tool for achieving better management and practice in business; Develop an attitude to learning which views reading,

reflection and group discussions as essential to learning; Appreciate creative and innovative ways of thinking and working; and Appreciate a sense of law's interconnection with other disciplines, society in general as well as its international dimension.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lipton, L.P. and Herzberg, A., Understanding Company Law, (current edition), Law Book Company. Corporations Act 2001, (latest edition), LexisNexis/Butterworths or CCH or Thomson Legal.

**Assessment:**Assignment, 30%; Examination and Tests, 70%.

## BLO2206 TAXATION LAW AND PRACTICE

**Locations:**Werribee, Footscray Park, City Flinders, Sunway-Malaysia..

**Prerequisites:**BLO1105 - BUSINESS LAW/BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT/BLB1114 - LEGAL RESEARCH METHODS

**Description:**The aim of this course is to introduce students to the general principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this subject, students should be able to: - become familiar with the language, sources and different areas of taxation law - be able to identify taxation issues in both personal and business taxation - be able to apply the principles of taxation law in a practical fashion in order to give client advice

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**2011 Foundations Student Taxpak 2 2011

**Assessment:**Assignment, Written research assignment, 30%. Examination, 3 hour examination, 70%. Students only need receive a result of 50% overall, not a pass in both the exam and the assignment.

## BLO2207 EMPLOYMENT LAW

**Locations:**Werribee, Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Employment Law. Topics include: an introduction to Australian labour law; the sources of Australian employment law; the nature of the employment relationship; the content of the contract of employment, express terms, implied terms; recruitment and limits of managerial control over hiring; termination and remedies at common law; statutory remedies for arbitrary termination; preventative legislation; discrimination in employment; occupational health and safety issues; reforming the system.

**Credit Points:**12

**Learning Outcomes:**On the completion of this unit students should be expected to: understand the historical development of the contract of employment and appreciate how that development has affected the nature of the contract of employment; be able to demonstrate an understanding of the general principles of the contract of employment; understand the need for and consequences of regulation of the contract of employment, and in particular, of termination of employment; understand the history and the political economy of the legal regulation of health and safety in the

workplace; be able to explain, analyse and apply the common law provisions which attempt to regulate the workplace; have a grounding for further development in the fundamental legal skills of analysing, applying, synthesizing and evaluating legal rules and principles, and have developed a system of values pertaining to, and a greater interest in the role of the law in regulating workplace regulations.

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignments and class work, 50%; Final examination, 50%.

## BLO2233 HEALTH AND SAFETY LAW

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Health and Safety. The unit of study covers introduction to: historical limits of government intervention in health and safety; emerging common law constraints; implied responsibilities and duty of care for employers and employees; the impact of legislation on the duty of care; the constitutional powers of the federal government to effect health and safety in the private sector; corporate and trans national issues in health and safety; compensation issues; possible reforms.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignment, 20%; Final examination and tests, 80%.

## BLO2300 COMMERCIAL LAW

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW/BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXT/BLB1114 - LEGAL RESEARCH METHODS

**Description:**This unit of study aims to familiarise the student with important legal principles applicable to commercial legal practice and to commercial transactions generally. This unit of study also aims to build upon the student's knowledge of contracts acquired in Business Law BLO1105, particularly by introducing the student to fundamental relational, regulatory and proprietary aspects of contractual relations. Topics include: The nature and legal aspects of commonly utilised business structures. The application of the law of torts in commercial contexts. The nature and significance of key relational aspects of contracts, particularly agency and bailment relationships. The application of key regulatory aspects of contracts, particularly the sale of goods legislation, the Australian Consumer Law and Restrictive Trade Practices. The nature and significance of key proprietary and security interests, particularly in respect of commercial and consumer finance. The nature and significance of key commercial contracts, particularly insurance and e-commerce.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

1. Identify and explain the legal aspects of the main types of business structures
2. Identify and explain the relevant legal principles associated with commercial torts and the relevant legal principles giving rise to agency and bailment relationships
3. Identify and explain the main obligations and rights of sellers and buyers under sale of goods, consumer protection and competition



legislation 4. Identify and explain the application of consumer credit, banking and personal property securities legislation 5. Understand the nature of insurance and e-commerce contracts in commercial transactions

**Required Reading:** Latimer, P., current edn Australian Business Law CCH

**Assessment:** Assignment, Research based Written Legal Opinion, 40%. Examination, Problem based case study/ies, 60%.

## BLO2401 MUSIC INDUSTRY LAW

**Locations:** Footscray Park.

**Prerequisites:** BE02403 - INTRODUCTION TO MUSIC BUSINESS

**Description:** This unit of study explains the application of a wide spectrum of laws applicable to the recording and publishing industries, including the law of contract, intellectual property, fair trading, defamation and censorship.

**Credit Points:** 12

**Learning Outcomes:** At the completion of the unit of study students should be able to explain the main legislative provisions giving copyright protection, copyright implications in various music products including broadcasts, sampling and new digital technologies. Students will also be expected to explain the role of a music publisher and a record company, options in recording and publishing contracts and relevant international perspectives.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Simpson, S. and Seegar, C., 1994, *Music Business: Making Music Work*. Warner Chappell, 1997, *Music Business International*, Spotlight Publications. Warner Chappell, Masterton, R. (ed.), 1997, *Boomerang, Overview of the Australian Music Industry*, (Forthcoming).

**Assessment:** Examination, 50%; Presentation, 10%; Two assignments 20% each, 40%.

## BLO2406 CYBER LAW

**Locations:** Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** To develop a knowledge, and an understanding in the legal and intellectual property issues that arise in the utilisation of electronic commerce practices within the wider business community; an understanding of the legal consequences and practices that arises from the production, implementation and execution of electronic commerce applications. Topics covered: An introduction to the Internet and Cyberlaw: definition of the internet and electronic commerce; identification of relevant areas of law; identification of current issues; commerce infrastructure issues. Copyright, Trade Mark and Patents Issues in Cyberspace: the status of computer programs and stored electronic data under copyright and patents legislation; fair uses; special statutory protections for electronic database contents; licensing and assignment of rights; Contract: formation of contracts in cyberspace; electronic signatures and their authentication; enforcement of contracts and conflict of laws. Privacy, Anonymity and Censorship: cryptography; criminal law regulation (eg. Fraud, communications decency, pornography, etc); Governance: trade practices issues (Trade Practices Act 1974 (Cth)); liability for security breaches; specialised regulatory schemes e.g. data protection legislation.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Brien, C., Brien, J., 2004, *NetLaw*, Butterworths, LexisNexis.

**Assessment:** Presentation, 20%; Research Essay (5,000-8,000 words), 80%.

## BLO2501 LAND LAW

**Locations:** Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** This unit of study aims to provide students with an understanding of how different cultures place different values on property ownership in general and land ownership in particular; the historical development under the English legal system of the right to land usage and ownership; the significance of land to the Australian Aboriginal; to evaluate recent developments in recognition of Native Title in the Aboriginal communities; to understand the factors which shaped current Native Title rights and possible future developments.

**Credit Points:** 12

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Reynolds, H., 1992, *The Law of the Land*, Penguin. Other materials to be advised by lecturer.

**Assessment:** Assignment, 40%; Examination, 60%.

## BLO2502 TRANSPORT LAW

**Locations:** Werribee, Footscray Park.

**Prerequisites:** BLO1105 - BUSINESS LAW

**Description:** Transport Law is unique in that it provides domestic and international students with the opportunity to study both maritime (or shipping) law and aviation law. These two areas of law relate to the world's most important means of personal and commercial transportation. This unit aims to familiarise students with the Australian legal system and its regulation of Aviation Law and Maritime Law including important commercial legal principles and regulatory frameworks relevant to key aspects of aviation and maritime transport operations within Australia and overseas. Some of the topics include contractual aspects of aviation- and maritime- related transactions and applicable international conventions, proprietary- and security-related interests in aircraft and marine vessels and insurance and liability considerations associated with aviation and maritime operations, including employment.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to: 1. Understand the Australian legal system and its regulation of Aviation Law and Maritime Law and have a sound knowledge of national and international aviation systems and the laws that govern them. 2. Identify and explain the domestic and international regulatory environments governing Australian aviation and maritime operations, including domestic and international bodies. 3. Identify and explain significant contractual aspects of aviation- and maritime- related transactions, including applicable international conventions. 4. Identify and explain the application of proprietary- and security- related interests in aircraft and marine vessels. 5. Identify and explain significant insurance and liability considerations associated with aviation and maritime operations, including employment.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** R Bartsch 3rd edn *Aviation law in Australia* Thomson Law Book M

**Assessment:**Assignment, 40%; Examination, 60%.

### **BLO2504 ENVIRONMENT AND PLANNING LAND USE: LAW AND POLICY**

**Locations:**Footscray Park.

**Prerequisites:**Nil.

**Description:**This unit of study will examine Commonwealth and Victorian environment and planning legislation, policy and case law. The role of various levels of government will be examined, including the division of powers between state and local (Victorian and Commonwealth) governments. Consideration will also be given to: the objectives of planning policy; balancing private and public interests; the role of law in achieving environment and planning goals; environment and planning instruments and regulatory mechanisms for implementing environment and planning policies; the nature of environment and planning decisions; the role of appellate courts and tribunals in reviewing environment and planning decisions; and, the rights of citizens including citizen participation in environment and planning land use and development.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lecture and one hour of tutorial.

**Required Reading:**Gerry Bates, *Environmental Law in Australia*, (6th ed, 2006); Des Eccles and Tannetje Bryant, *Statutory Planning in Victoria*, (3rd ed, 2006)

**Assessment:**50% internal assessment and 50% examination.

### **BLO3250 LAW OF INSOLVENCY**

**Locations:**Footscray Park.

**Prerequisites:**BLO2205 - CORPORATE LAW

**Description:**The aim of the unit of study is to provide students with the knowledge of the law relating to personal and corporate insolvency in a practical setting.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Keay, A. and Murray, M., 2002, *Insolvency: Personal and Corporate Law and Practice*, 4th edition, LawBook Co.

**Assessment:**Assignment, 40%; Case presentation, 10%; Final examination, 50%.

### **BLO3305 ADVANCED CORPORATE LAW**

**Locations:**Footscray Park.

**Prerequisites:**BLO2205 - CORPORATE LAW

**Description:**This unit of study aims to build on the knowledge students have gained in Corporate Law concerning the law relating to business structures and companies. Topics include: The role of the Australian Securities and Investment Commission and the Australian Stock Exchange, takeovers, shareholder rights, corporate groups, effect of privatisation and corporatisation of publicly owned enterprises such as Telstra and the SEC, impact of CLERP and other current issues.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Ford, H.A.J., Austin, R.P. and Ramsay, I., *Principles of Corporate Law*, current edn, Butterworths.

**Assessment:**Class Presentation, 15%; Assignment, 25%; Final Exam, 60%.

### **BLO3313 ADVANCED TAXATION LAW AND PRACTICE**

**Locations:**Footscray Park.

**Prerequisites:**BLO2206 Taxation Law and Practice.

**Description:**The aim of the unit of study is to make students aware, at an advanced level, of the principles of taxation studied in BLO2206 Taxation Law and Practice. The unit of study covers: taxation administration, tax avoidance, current problems in taxation an introduction to international taxation and double tax treaties, tax structures and tax planning.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Ryan, K. W., Latest, *Manual of the Law of Income Tax in Australia*, LBC. Woellner, Vella and Burns, *Australian Taxation Law*, latest edn, Butterworths.

**Assessment:**Assignment, 30%; Examination, 70%.

### **BLO3332 ADMINISTRATIVE LAW**

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW/BLB1101 - AUSTRALIAN LEGAL SYSTEM IN CONTEXTOR

**Description:**The unit of study will address the need for informing and challenging students to develop knowledge and skills in the area of Constitutional and Administrative law. Topics include: challenging a by-law; introduction to decision-making; appeal procedure and the Federal and Victorian Administrative Appeals Tribunal; ombudsman; ultra vires, reason for decisions, consultation and notice; freedom of information; natural justice; privative clauses; remedies; constitutional/administrative law overlap.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Douglas, R., 2004, *Administrative Law*, 2nd Edition, LexisNexis.

**Assessment:**Assignment, 30%; Case Presentation 10%, Class Participation, 10%; Examination, 50%.

### **BLO3351 LEGAL TOPICS A**

**Locations:**Footscray Park.

**Prerequisites:**BLO2205 - CORPORATE LAW

**Description:**This unit of study is designed to assist students in their future careers by enlarging their understanding of certain areas of law, which are of particular relevance in a business context. The topic selection varies but past topics have included the law relating to: intellectual property, securities industry, consumer protection, insurance, employment, bailments and liens, privacy and censorship. Special legal topics have been introduced as required.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Research paper, 50%; Final examination, 50%.

## BLO3352 LEGAL TOPICS B

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**This unit of study is intended to increase students' knowledge of certain areas of the law, and thereby assist them as participants in the business community. The selection of topics may vary, but includes: alternative dispute resolution; administrative law; the law relating to wills, probate and administration; special legislation which will include an examination of the resolution of disputes under the Family Law Act 1975.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Latimer, P., Australian Business Law, CCH. Vermeesch, R.B. and Lindgren, K.E., Business Law of Australia, current edn, Butterworths.

**Assessment:**Examination, 70%; Research Paper, 30%.

## BLO3405 LAW OF FINANCIAL INSTITUTIONS AND SECURITIES

**Locations:**Footscray Park, City Flinders.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**The unit of study aims to provide a knowledge of the legal framework within which bank and non-bank financial institutions (NBFIs) operate, including their regulation under legislation, the general law and the Code of Banking Practice; the assessment and operation of securities accepted by them, and the legal consequences of a borrower's insolvency. Topics include: the legal setting of the Australian banking system, nature of the banker customer relationship, the conduct of financial institutions and their responsibilities to customers, cheques, negotiable instruments, securities, credit cards and electronic banking services, and insolvency.

**Credit Points:**12

**Learning Outcomes:**On completion of this subject, students should understand and be able to apply principles of law, through research, assignment and tutorial presentations, in relation to the following: - legal framework in which Banks and non-bank ADIs operate - methods of assessing, accepting and enforcing securities - relationships between financial institutions and their customers, and third parties - payment mechanisms

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**P Lipton, A Herzberg and A Welsh, 2010 15th ed Understanding Company Law Sydney, Thomson Reuters Corporations Act 2001 (latest edition). CCH, Corporations and Securities Legislation Latest Edition; Butterworths, Australian Corporations Legislation; Latest Edition; or Law Book Company Ltd, Companies and Securities Legislation.

**Assessment:**Presentation, Tutorial presentation, 5%. Assignment, Case study, 25%. Examination, Open book exam, 70%.

## BLO3451 CATERING AND HOTEL LAW

**Locations:**Footscray Park.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**The aim of the unit of study is not to impart a rigorous legal training but to produce intelligent lay persons informed of the legal obligations, rights and privileges attaching to their future professions. Particular areas of the law to be looked at include various aspects of business law and consumer protection law, liquor

control, innkeepers, gaming and food law. This unit of study covers the interpretation, comprehension and application of the body of law affecting the hospitality industry. Although the unit of study does not pretend to be exhaustive, it is hoped that it will provide the student with a working knowledge of where relevant law is to be found, what such law consists of, and how it is practically applied.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Vermeesch, R.B. and Lindgren, K.E., Business Law in Australia, CCH.

**Assessment:**Tests, assignments and examinations, 100%.

## BLO5010 FUNDAMENTALS OF INSURANCE LAW

**Locations:**Industry, City Queen, City Flinders, Online.

**Prerequisites:**Nil.

**Description:**This unit of study will focus on core legal principals underlying modern general insurance practice including the principles of utmost good faith, indemnity, subrogation, contribution, insurable interest and proximate cause. It will start by addressing common law principles before moving to a discussion of key legislation affecting the insurance industry and market practice in Australia, drawing parallels or contrasting with equivalent legislation in other jurisdictions where applicable. Applicable legislation, regulations and industry codes of practice examined include the Insurance Contracts Act 1984, Corporations Act 2001 (Financial Services Reform provisions), and prudential regulation such as the Insurance Act 1973.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit of study, students should be able to:

- explain the main elements of common law and legislation affecting the Australian insurance market and outline possible differences in selected other jurisdictions;
- describe and apply (given facts and circumstances) the principles of utmost good faith, indemnity, subrogation, contribution, insurable interest and proximate cause in relation to insurance contracts in respect of a common law position, a policy subject to the Insurance Contracts Act, and a Marine Insurance Contract;
- explain and apply the relevant sections of the Insurance Contracts Act 1984, Corporations Act 2001 (Financial Services Reform provisions), and prudential regulation such as the Insurance Act 1973 to given case study and practical situations; and
- provide appropriate advice in relation to policy administration, disputes, claims settlement and compliance issues.

**Class Contact:**This unit of study will be delivered through a combination of distance learning, regular mini assignments and on-line tutorials. Students will be expected to undertake additional self study to complete an assessed assignment and a final examination.

**Required Reading:**Manning, A (2010) Mannings Six Principles of General Insurance Mannings of Melbourne Pty Ltd Kelly, David and Ball, Michael (2001) Principles of Insurance Law In Australia and New Zealand Butterworths Mann, Peter and Lewis, Candice (2012) Annotated Insurance Contracts Act Law Book Co, Sydney Tomasic, Roman and Bottomley, Stephen (2002) Corporations Law in Australia Federation

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**Assessment:** Assignment, Online discussion participation and report , 20%.

Assignment, Case studies, 30%. Examination, Final examination consisting of a combination of short and essay style questions requiring more detailed responses, 50%.

## **BLO5011 THE INSURANCE MARKET - PRACTICE AND REGULATION**

**Locations:** Industry, City Queen, City Flinders, Online.

**Prerequisites:** Nil.

**Description:** This unit of study will help students develop an appreciation and understanding of the insurance industry, including the origins and development of insurance, the modern insurance market, market forces and practice, an awareness and fundamental understanding of the range of products and product lines available and insurable risks confronting (a) an individual and (b) a small business, an understanding of the concepts of risk, peril, hazard, loss and uncertainty, the general construction of a typical insurance policy, information required for hazard analysis and rating, and an overview of the function, principles and types of reinsurance contracts.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study, students should be able to:

- describe the historical context to the modern insurance market and the origins of key insurance principles including reinsurance and explain the market forces shaping the modern market;
- critically evaluate the “insurability” of a given risk with reference to the theoretical framework;
- assess, for a given personal or business circumstance, some major areas of insurable risk exposure and be able to provide examples of commercial and personal insurance products which might be required by a given client and be able to discuss the advantages and disadvantages of each;
- describe the typical content of an insurance policy and explain the function of (a) operative clause (b) PDS, (c) exclusions, (d) conditions and warranties, (e) claims provisions and (f) definitions; and
- analyse and compare essential elements of insurance contracts for different providers and make recommendations for a client based on such an analysis including identify potential gaps.

**Class Contact:** This unit of study will be delivered through a combination of distance learning, regular mini assignments and on-line tutorials. Students will be expected to undertake additional self study to complete an assessed assignment and a final examination.

**Required Reading:** Manning, A (2011) *It May Happen to Me! The Essential Guide to General Insurance* Mannings of Melbourne Bickelhaupt, D.L. (2010) *General Insurance R D Irwin Berwick, G. (2007) The Executives Guide to Insurance and Risk Management Quality Results Pty Ltd trading as QR Consulting Berliner, Baruch (2010) The Limits of Insurability of Risks Prentice-Hall*

**Assessment:** Test, Online test, 20%. Assignment, Case study incorporating policy comparison exercise, needs analysis and making recommendations, 40%. Examination, Final examination consisting of a combination of short and essay style questions requiring more detailed responses, 40%.

## **BLO5012 INTRODUCTION TO PROPERTY INSURANCE**

**Locations:** Industry, City Queen, City Flinders, Online.

**Prerequisites:** Nil.

**Description:** This unit of study focuses on the underwriting and transaction of commercial property insurance including risk assessment and needs analysis, consideration of exposures, assessment of policy wordings, terms and conditions, risk selection and rating, operation of a profitable property portfolio and the handling of property losses. The unit of study will illustrate the various principles and legal background to property insurance underwriting, broking and claims handling through a study of applicable cases and examples.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study, students should be able to:

- assess a property risk with reference to the core considerations of occupation, construction, location and protection;
- identify, isolate and assess the risks for various cover elements including critically evaluate possible gaps in coverage given a particular property risk and policy wording;
- critically evaluate the effectiveness of risk mitigation strategies for property risks and recommend appropriate lines of investigation to assess a risk;
- critically evaluate package policy wordings using tools available on the market including assessing replacement value conditions, extra cost of reinstatement, exclusions and extensions to the basic cover; and
- identify important considerations in property claims assessment and apply legal principles in the assessment of claims including contribution, subrogation, onus of proof, ultimate good faith and proximate cause.

**Class Contact:** This unit of study will be delivered through a combination of distance learning, regular mini assignments and on-line tutorials. Students will be expected to undertake additional self study to complete an assessed assignment and a final examination.

**Required Reading:** Malcolm Hyde, Brendan McCarthy and James Deacon (2009) *Property Insurance Law and Claims* Witherby Insurance and Legal Berwick, G. (2007) *The Executives Guide to Insurance and Risk Management Quality Results Pty Ltd trading as QR Consulting*

**Assessment:** Other, Telephone interview, file note and letter activity, 40%.

Assignment, Case study incorporating an analysis of a complex property insurance risk, 20%. Examination, Final examination consisting of a combination of short and essay style questions requiring more detailed responses, 40%.

## **BLO5013 INTRODUCTION TO LIABILITY INSURANCE**

**Locations:** Industry, City Queen, City Flinders, Online.

**Prerequisites:** Nil.

**Description:** This unit of study focuses on the underwriting and transaction of commercial liability insurance including risk assessment and needs analysis, consideration of exposures, assessment of policy wordings, terms and conditions, risk selection and rating, operation of a profitable liability portfolio and the handling of public and product liability claims. The unit of study will illustrate the various principles and legal background to liability insurance underwriting, broking and claims handling through a study of applicable cases and examples. It also introduces management and professional liability lines, as a foundation for further more

advanced study in these specialised and technical insurance product lines.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit of study, students should be able to:

- describe and explain the various areas of common law, statute and contract law which could give rise to an exposure under a liability insurance contract;
- describe the responsibilities of a manufacturer and distributor under current legislation in Australia;
- evaluate factors to be taken into account in the underwriting of commercial liability risks;
- explain common elements of a package policy wording including operative clause, definitions, cover, exclusions, extensions, claims provisions and the difference between claims made and claims incurred policies; and
- critically evaluate exposures not covered by a broadform liability wording and possible modifications of cover required for particular situations and clients.

**Class Contact:** This unit of study will be delivered through a combination of distance learning, regular mini assignments and on-line tutorials. Students will be expected to undertake additional self study to complete an assessed assignment and a final examination.

**Required Reading:** Ashton, R and Derrington, D (2004) *The Law of Liability Insurance* Butterworths Trindade, F and Cane, P (2011) *The Law of Torts in Australia* Oxford University Press

**Assessment:** Assignment, Case Study incorporating an analysis of a commercial liability insurance risk, 40%. Examination, Final Examination consisting of a combination of short and essay style questions requiring more detailed responses, 60%.

## BLO5400 SPORT AND THE LAW

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study addresses sport policies and practices in the context of the Australian legal system and the law. An overview of the Australian legal system will be followed by an examination of a number of applied legal issues in sport which include: statutory requirements for sport and sport science institutions, injury liability, duty of care, health and safety, anti-discrimination and equal opportunity, contracts, restraint of trade and other trade practices. Consideration will also be given to the legal implications of the introduction of new communication and medical technologies in sporting organisations and practices, natural justice and sport tribunals, defamation, and contract law.

**Credit Points:** 12

**Learning Outcomes:** To alert students to the wide range of legal issues involved in sport and recreation; To provide students with an understanding of the legal issues involved in commercial aspects of sport and the running of sporting organisations; To give students confidence to deal with legal issues in sport and recreation, including taking part in discussions and making oral presentations; To teach students the ability to read and write in a law style; and To teach students to become competent consumers of legal advice and to recognise the circumstances when they should seek such advice.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as

a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Healey, D., 1996, *Sport and Law*, 2nd edn, UNSW Press, Sydney.

**Assessment:** Papers/presentations, 50%; Examinations, 50%.

## BLO5406 LAW FOR EVENTS

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The unit of study aims to examine events regulations/statutes, contracts and agreements, insurance and liabilities (local, national and international), workers awards, compensation, benefits, entitlements, working environment considerations and requirements, impact on local community, with an emphasis on the practitioner's perspective.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Minor assignment, 40%; Major assignment, 60%.

## BLO5513 LAW OF EMPLOYMENT

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** The aims of the unit of study are: to assist students to become familiar with aspects of industrial law required for the vocational aspects; to provide students with an understanding of the skills necessary to deal with legal problems which may arise in the industrial arena. The unit of study includes contract of employment; termination of employment; worker's safety; and equal opportunity law.

**Credit Points:** 12

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by the Lecturer.

**Assessment:** Case study 1, 50%; Case study 2, 50%.

## BLO5537 BUSINESS LAW

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit of study aims to: provide students with a working knowledge and overview of the legal system - students will understand and be able to speak, write and read in the language and technology of business law; provide students with an appreciation of contract and tort law issues - students in their working life should be able to avoid problem situations, and possibly be more aware of the need for reform in particular areas; and, to enable students to learn the techniques of finding the appropriate law when necessary to apply law to a contract problem. The unit of study includes: an introduction to the law, an examination of the litigation process, onus of proof, the sources of law in Australia, precedent, the court system and tribunals in Victoria; criminal and the law of tort as it relates to business; a study of the law of negligence with a particular emphasis on professional liability for negligent statements and advice; the definition of a contract and the information of contractual situations examining rules of offer and acceptance etc.; termination of offers, rules of consideration, revocation of offer and acceptance, intention to be legally bound, certainty and terms; a study of breach of contract of non fulfilment of particular terms in the contract; an examination of the different remedies available under the law; the interaction of tort law with contract; statutory schemes relating to

contract with particular reference to the Trades Practices Act 1974 (Cth) and to the Goods (Sales and Leases) Act 1981 (Vic); discharge of contract by different occurrences such as frustration, mutual agreement, illegality and mistake.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of the unit, students should be able to:

- Identify the contractual legal issues in a business situation.
- Set out the rights, duties and responsibilities of different parties in a business context;
- Directly extract the appropriate law from particular statutes and case law; and
- Have a working knowledge of the law of contract, negligence and related commercial law issues.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Parker, D. and Box, G., Business Law for Business Students, (most recent edition), Thomson Custom Publishing. Latimer, P., Australian Business Law, (most recent edition), CCH.

**Assessment:** Research assignment, 40%; Examination, 60%.

### **BLO5538 COMPANY LAW**

**Locations:** City Flinders, SIC-Singapore..

**Prerequisites:** BLO5537 - BUSINESS LAW

**Description:** To provide students with: a working knowledge and overview of company law; an appreciation of the company forms, the advantages and disadvantages attached to this business organisation; and to enable students to learn the techniques of finding the appropriate law when they wish to apply law to a company principle. The unit of study includes: historical background to Corporations Law, registration and its legal effects; types of companies and the process of incorporation; corporate constitution, fundraising and the protection of investors; corporate management; rights of minority shareholders; law of meetings; takeovers; share capital; loan capital; insolvency.

**Credit Points:** 12

**Learning Outcomes:** On completion of the unit, students should have an in-depth knowledge and understanding of corporations, their creation, management and winding up. Students will have: An understanding of the principles of corporations law; An understanding of the relevant provisions of the Corporations Act 2001 (Cth) and of the common law and equity; Be able to apply the relevant law relating to the creation, operation and winding up of companies; Be familiar with the contexts in which laws relating to companies are significant; Be able to find the relevant law and law reform proposals relating to companies; Be able to analyse applicable policies underlying rules and principles relating to companies; and Have improved skills in legal research and writing, critical analysis, problem solving, advocacy, client presentation and communication.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** To be advised by lecturer.

**Assessment:** Mid-semester Test, 20%; Essay, 20%; Final examination, 60%.

### **BLO5539 AUSTRALIAN INCOME TAX LAW AND PRACTICE**

**Locations:** City Flinders, SIC-Singapore..

**Prerequisites:** BAO5522 - MANAGERIAL ACCOUNTING BAO5543 - ACCOUNTING SYSTEMS AND PROCESSES BLO5537 - BUSINESS LAW BLO5538 - COMPANY LAW

**Description:** To give students a broad insight into the principles involved in the Australian Taxation System; to develop an understanding of the unit of study via an examination of relevant provision of statute, case law, and income tax rulings; to investigate particular topics in sufficient detail to enable the graduate student to appreciate the complexities of taxation legislation and practice that often requires 'specialist' analysis. The unit of study includes: constitutional background, concept of income, introduction to the fringe benefits; capital gains tax; deductions; trading stock; taxation of individuals; trusts; partnerships; companies.

**Credit Points:** 12

**Learning Outcomes:** The aim of this subject is to introduce students to the general principles of the taxation laws of Australia through a study of the Income Tax Assessment Act 1936 and Income Tax Assessment Act 1997 and other important legislative provisions.

**Class Contact:** Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Fisher and Hodgson, 2011 Tax Questions and Answers Thomson Australian Tax Handbook, Thomson, 2011 edition; and Fundamental Tax Legislation, Thomson, 2011 edition.

**Assessment:** Assignment, Written assignment, 30%. Examination, Closed book exam, 70%.

### **BLO5540 BUSINESS AND COMPANY LAW**

**Locations:** City Flinders.

**Prerequisites:** Nil.

**Description:** This unit will equip the students with knowledge of relevant business rules and regulations to help them in managing business organizations dynamically and efficiently. First, the basic principles of contract law will be explained. This topic comprises the nature and legal consequences of contract, formation of contract, legal capacity, performance of contract, breach of contract and remedies. The second part of the unit will specifically discuss relevant laws in relation to company law. The coverage of these topics however will be minimal and focused on information literacy since the unit aims to provide the students with general guidelines

**Credit Points:** 12

**Learning Outcomes:** At the completion of this unit, students will be able to:

- Explain the principles of contract as the core of business transactions.
- Identify the pertinent sources of law (statutes or/and case laws) applicable to specific business problem.
- Understand the basic requirement of company law.
- Apply the principles of company law as an important governance of business entities.
- Develop an ability to identify the pertinent sources of law (statutes or/and case laws) applicable to specific problem in company activities.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and / or workshop or a delivery mode as approved by the Faculty of Business and Law.

**Required Reading:** Graw, S. (2005). Introduction to the Law of Contract. Law Book Company. Woodward, S. (2006). Corporate Law in Principle. Law Book Company.

**Assessment:**Case Study, 500 words, 10%. Assignment, 2,000 words, 30%. Examination, 3 hours, 60%.

### **BLO5550 LAW FOR THE HOSPITALITY INDUSTRY**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study includes: an introduction to the law; an examination of the litigation process and resolution of disputes; the sources of law, precedent and the court system; the law of contract; the law of employment and discrimination; insurance law; innkeepers liability; trade practices and consumer protection; the tort of negligence; liquor licensing including types of licences, licensee's duties and obligations; gaming law and food law.

**Credit Points:**12

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Atherton, T.C. and Atherton, T.A., 1998, *Tourism, Travel and Hospitality Law*, LBC.

**Assessment:**Presentation, 10%; Research Paper, 30%; Final examination, 60%.

### **BLO5555 INDUSTRIAL LAW**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to familiarise students with the legal foundations and operations of the federal industrial relations systems. This unit of study considers the role of the constitution, enforcement, federal tribunals, the laws relating to trade union structure and security, and the right to strike.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Test, 60%; Class Papers, 40%.

### **BLO5602 ADVANCED AUSTRALIAN IMMIGRATION LAW**

**Locations:**City Queen.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with the ability to demonstrate an understanding of and an ability to interpret provisions of the Migration Act, regulations and case law pertaining to migration. Through cases studies, classroom and online discussion as well as their own reading and interactions with lecturers who are current practitioners in the migration industry, students will develop the capacity to solve and analyse migration problems at an advanced level.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- interpret provisions of the Migration Act, regulations and case law;
- solve and analyse migration problems at an advanced level; and
- apply the relevant law relating to work as a migration agent.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Mary Crock and Laurie Berg Federation Press, 2011

*Immigration, Refugees and Forced Migration - Law, Policy and Practice in Australia*, Federation Press, 2011

**Assessment:**Assignment, Assignment task requiring students to interpret provisions of the Migration Act and apply the relevant laws to various scenarios, 30%.

Examination, Final exam consisting of a combination of short and essay style questions requiring analysis, evaluation & application of migration law & issues, 70%.

### **BLO5603 ADMINISTRATIVE LAW AND PRACTICE**

**Locations:**City Queen, City Flinders.

**Prerequisites:**Nil.

**Description:**This unit of study aims to provide students with the ability to develop knowledge and skills in the area of Administrative Law in a migration context. The unit uses a combination of migration law cases, other legal cases, authentic migration law documentation, lectures from current practitioners and workshops practising the application of legislation to cover such topics as the institutional framework of modern governments in Australia, various ideological perspectives on the nature and role of government, understanding the legislative and administrative system of government and recent legislation in the field of administrative law with reference to the role of the Ombudsman, AAT Tribunals, freedom of information, and the Courts.

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- apply administrative law in a migration context including the institutional framework of modern governments in Australia and the various ideological perspectives on the nature and role of government;
- evaluate the legislative and administrative system of government; and
- identify, describe and analyse important and relevant administrative law issues in the migration agent industry.

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Douglas R and Jones M (2008) 6th edition *Administrative Law* Federation Press

**Assessment:**Assignment, Assignment task requiring students to apply and evaluate administrative law in a migration context, 30%. Examination, Final examination consisting of a combination of short and essay style questions requiring more detailed responses, 70%.

### **BLO5604 REFUGEE LAW AND PRACTICE**

**Locations:**City Queen, City Flinders.

**Prerequisites:**BLO5605 - AUSTRALIAN IMMIGRATION LAW

**Description:**The unit of study aims to provide participants with an understanding and a working knowledge of Australian Refugee Law and Practice. Topics include: The international context Australian refugee legislation (historical/present) Primary application The Refugee Review Tribunal Judicial Review Judicial Interpretation

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- apply Australian refugee law in an international context;

- critically evaluate the operation of refugee law in the context of society; and
- Apply the United Nations Convention and Protocol relating to the status of refugees.

**Class Contact:** Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** UNHRC (1992) Handbook on Procedures and Criteria for Determining Refugee Status under the 1951 Convention and the 1967 Protocol relating to the Status of Refugees Geneva, UNHCR

**Assessment:** Examination, Open Book Final Examination, 100%.

## BLO5605 AUSTRALIAN IMMIGRATION LAW

**Locations:** City Queen.

**Prerequisites:** Nil.

**Description:** This unit of study aims to provide participants with an understanding and a working knowledge of Australian immigration law, policy, practice and procedures. Students are expected to develop a solid understanding of the Australian legal system in preparation for professional life as a migration agent. Through applied case studies and class discussion, students will develop an understanding of general principles of statutory interpretation and they will be able to demonstrate an understanding of the ethics and statutory responsibilities of being a migration agent. Students' current professional knowledge will include an appreciation of professional codes of conduct, ethics and professional practice as well as a demonstrated awareness of the Migration Agents Registration Authority's role in the industry. Students' practical knowledge of the industry will be underpinned by an awareness of the philosophy of the Australian migration system, knowledge of the legislative framework for migration law and practice and an understanding of what constitutes Australian citizenship. Learning activities and assessment tasks will require students to develop and use the research tools and information sources for migration agents to locate relevant information and make informed decisions about migration cases.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- interpret and apply the provisions of the Migration Act and Regulations, case law and policy;
- identify and provide alternatives to complex problems in migration law, policy and administrative practices; and
- critically evaluate the distinction between ethical and unethical operational practices.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Cook, C & Creyke, R et al (2011) 8th edition Laying Down the Law Butterworths Chapter 14.1 Immigration Law Lawyers Practice Manual Victoria The Law Book Company Limited

**Assessment:** Assignment, Assignment task requiring students to provide alternatives to complex problems in migration law, policy and administrative practices (3000 words), 30%. Examination, Final Examination (3 hours duration with 15 minutes reading time), 70%.

## BLO5606 AUSTRALIA'S VISA SYSTEM

**Locations:** City Queen.

**Prerequisites:** BLO5605 - AUSTRALIAN IMMIGRATION LAW

**Description:** Students will be expected to develop an understanding and a working knowledge of the Australian Visa system, their respective requirements and application procedures and the ability to research case law to support submission to government. This highly practical unit focuses on developing students' awareness of the legal context for Migration Agents and adopts a holistic approach to building students' working knowledge of the legislative and policy framework for Australia's visa system, the various mechanisms of immigration control, key visa classes and their requirements, Visa application processes and Visa conditions.

**Credit Points:** 12

**Learning Outcomes:** On completion of this unit, students should be able to:

- interpret and apply relevant requirements of the Migration Act and Regulations and relevant Commonwealth Government policy and procedures in relation to the Australian visa system;
- identify the appropriate visa to meet a client's needs;
- identify the requirements and application procedures for a range of different visas;
- identify and provide alternative pathway solutions to meet a client's needs; and
- identify and apply relevant case law in a simulated environment.

**Class Contact:** Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:** Kamand, Suhad (2008) 8th edition The Immigration Kit: A Practical Guide to Australia's Immigration Law Federation Press Chapter 14.1

Immigration Law Lawyers Practice Manual Victoria The Law Book Company Limited

**Assessment:** Assignment, Mock File requiring students to identify appropriate visa and alternative pathway solutions to meet a client's needs (3000 words), 40%. Examination, Final Examination (2.5 hours duration with 15 minutes reading time), 60%.

## BLO5607 VISA COMPLIANCE, CANCELLATION AND REVIEW

**Locations:** City Queen.

**Prerequisites:** BLO5605 - AUSTRALIAN IMMIGRATION LAW BLO5606 - AUSTRALIA'S VISA SYSTEM

**Description:** This unit of study aims to provide participants with an understanding and a working knowledge of the requirements to achieve compliance with the Australian visa regulatory framework and to develop skills to review and appraise visa pathways to meet client needs and prepare appropriate submissions to government. Students will develop an understanding of the regulatory context by working through, in practical exercises, issues such as refusal, compliance and cancellation of visas, review processes and the preparation of review documentation. Through a range of learning activities students will develop a firm understanding of immigration compliance powers and the implications of non-compliance.

**Credit Points:** 12

**Learning Outcomes:** On successful completion of this unit, students should be able to:

- identify requirements and procedures relating to refusals, compliance and other sanctions, appeals and reviews;



- provide alternative pathway solutions to meet clients needs in a simulated environment;
- formulate appropriate submissions to government on behalf of clients; and
- apply appropriate strategies for providing effective advice to clients.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Kamand, Suhad (2008) 8th edition The Immigration Kit: A Practical Guide to Australia's Immigration Law Federation Press Chapter 14.1 Immigration Law Lawyers Practice Manual Victoria The Law Book Company Limited

**Assessment:**Other, 30 minute role play demonstrating awareness of procedures relating to visa applications, 40%. Examination, Final Examination (2.5 hours duration with 15 minutes reading time), 60%.

## BLO5608 APPLIED MIGRATION LAW AND PRACTICE

**Locations:**City Queen.

**Prerequisites:**BLO5605 - AUSTRALIAN IMMIGRATION LAW BLO5606 - AUSTRALIA'S VISA SYSTEM

**Description:**This unit of study aims to provide participants with the knowledge and skills required to practise as a professional migration agent, to plan, deliver and communicate effective migration services for clients. The participants will identify personal and professional development needs and develop learning plans. Topics include: Working with interpreters Ethics and ethical decision making Submission and letter writing Cultural diversity Fee agreements Contracts File management Application documentation

**Credit Points:**12

**Learning Outcomes:**On completion of this unit, students should be able to:

- provide consultancy advice deal effectively with clients' needs;
- plan and prepare communication strategies with key stakeholders including clients and government;
- prepare visa applications; and
- plan, organise and deliver effective migration services.

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial or workshop, or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Lewis, Gordon D., Kyrou, Emiliios J 3rd edition Handy Hints on Legal Practice The Law Book Company

**Assessment:**Assignment, Assignment focused on the preparation of visa applications (3000 words), 40%. Examination, Final Examination (2.5 hours duration with 15 minutes reading time), 60%.

## BLO5609 PRACTICAL MIGRATION WORK PLACEMENT

**Locations:**Industry, City Queen, Sydney, Adelaide, Brisbane, Perth.

**Prerequisites:**None (a clerkship can be undertaken simultaneously with the Graduate Certificate in Australian Immigration Law and Practice or Graduate Diploma in Immigration Law)

**Description:**The Practical Migration Work Placement integrates learning with application in the workplace, providing students with the opportunity to further develop employability skills, pertaining to a registered Migration Advice Consultant. This is a Learning in the Workplace and Community unit that includes a clerkship of a

minimum of 10 weeks work placement.

**Credit Points:**12

**Learning Outcomes:**On successful completion of this unit, students should be able to:

- evaluate the organisational structure of a workplace and identifying and defining their individual role as active and accountable employees within the organisation;
- identify and resolve complex immigration problems;
- apply legal research and drafting skills to enable provision of complex advice and submission writing in the workplace;
- analyse administrative and judicial decisions to apply to a workplace context in providing advice and writing submissions; and
- identify the key issues relating to the transition to the professional workplace, including workplace culture, professional etiquette and communications.

**Class Contact:**This unit of study will be delivered through a LiWC placement of a minimum of 10 weeks. Unit of study equal to 12 credit points.

**Required Reading:**Various Practical Migration Work Placement Handbook VU Spiropoulos, Michael (2005) 1st edition Interview Skills that Win the Job : simple techniques for answering all the tough questions. Allen and Unwin Bright, Jim & Earl, Joanne (2008) 3rd edition Resumes That Get Short-Listed Allen and Unwin

**Assessment:**Practicum, Employer appraisal of student performance at work placement, reflective journal, career professional development plan & mock client interview exercise, 100%.

## BLO5737 INTERNATIONAL TAXATION

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study aims to provide the students with a proper understanding of the special features of Australian Taxation Law and practice associated with the derivation of income and capital gains in an international context, particularly in view of the accrual system of taxing foreign sourced income. This unit of study includes the following topics: Overview: The fundamental concepts, and the basis of levying Australian tax on international transactions; problems of classifying residence and source. The common law approach; statutory rules concerning residence and source, allocation of income and expenses between Australia and foreign countries, deemed derivation from a source in Australia; problems of double taxation, introduction to the International Taxation Treaty system, examination of the OECD Model Convention, examination and comparison of selected treaties and consideration of treaty shopping; the accrued system of taxing foreign accrued income; Australian taxation of foreign source income; Australian taxation of non-residents' Australian accrued income; aspects of international transactions; division 13 of the Income Tax Assessment Act, transfer pricing; measures to combat international tax avoidance, statutory solutions, exchange of information under the Income Tax Assessment Act and Treaties; practical exercises in international tax planning.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Examination, 30%; Research Paper / Presentation, 70%.

## **BLO5738 FINANCIAL INSTITUTIONS LAW**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study examines the following areas: The Australian Financial System: - a review of the regulation of banks and NBFIs; the Reserve Bank and its functions; the regulation and deregulation of the Australian finance industry. The relationship between Financial Institutions and Customers: an examination of the legal character of the relationship; the duties of the customer and of the financial institution; the duty of secrecy and the impact of the Commonwealth Privacy Act and of the Financial Transactions Reports Act on the duty of secrecy; the role of the Code of Banking Practice; the impact of the Trade Practices Act on the dealings of financial institutions with customers and third parties. Consumer Credit regulation under the Consumer Credit Code. Lending and Securities; - a review of bankers' lending criteria and the types and legal characteristics of securities accepted by them - in particular the personal guarantee, mortgage and debenture fixed and floating charges; the enforcement of debts through insolvency or winding-up proceedings, and the enforcement of securities. Payment methods: - this topic covers negotiable instruments (including cheques); consumer and commercial electronic funds transfer and regulation under the EFT Code of Conduct. Law Reform Issues.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Assignments and Internal assessment, 40%; Presentation, 10%; Examination, 50%.

## **BLO6502 LAW FOR MANAGEMENT**

**Locations:**Jiaotong-China, AHC-Bangladesh..

**Prerequisites:**Nil.

**Description:**An introduction to law, including historical origins of our legal system, the sources of law, the doctrine of precedent and the court hierarchy, the adversary system. Also examination of types of precedent, history of tort of negligence and the rules of statutory interpretation and the identification of the essential elements in the formation of a contract. Examination of the elements of contract including the distinction between a condition, a warranty and an innominate term. Examination of Misrepresentation, Duress, Undue influence, Unconscionability. Consideration of the concept of a tort and the difference between the types of tort. Different types of business structures; sole traders; partnerships, joint ventures; incorporated and unincorporated associations and company law; a survey of the legal rules regulating administrative action.

**Credit Points:**12

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Latimer, P., Australian Business Law (latest edition), CCH.

**Assessment:**Class Participation, 10%; Examination, 50%; Assignment, 40%.

## **BLO7700 THESIS (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss

possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**36

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 36 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Thesis, 100%.

## **BLO7701 THESIS (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The thesis will report on independently conducted research which demonstrates the student's ability to clearly define a problem, and to undertake a detailed literature search and review of the relevant theoretical and practical literature on the topic area. All students who enter the program will initially discuss possible research topics with a member of staff and the Course Director. The minor thesis is to be completed by the end of six months for full-time students and twelve months for part-time students.

**Credit Points:**18

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 2 X 18 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Thesis, 100%.

## **BLO8000 DISSERTATION (THESIS) (DBA) (FULL-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:**Equivalent to thirty-six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 4 X 48 credit points.

**Required Reading:**Please enquire

**Assessment:**Dissertation, 100%.

## **BLO8001 DISSERTATION (THESIS) (DBA) (PART-TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and

established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**24

**Class Contact:**Unit of study equal to 8 X 24 credit points.

**Required Reading:**Please enquire

**Assessment:**Dissertation, 100%.

### **BLO8002 PHD RESEARCH (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conduct research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge.

**Credit Points:**48

**Class Contact:**Unit of study is 48 credit points per semester.

**Required Reading:**Please enquire

**Assessment:**Research Thesis, Research Thesis, 100%.

### **BLO8003 PHD RESEARCH (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Nil.

**Description:**The unit of study is designed to provide training and education with the objective of producing a graduate with the capacity to conducted research independently at a high level of originality and quality in the field of business. Students should uncover new knowledge either by the discovery of new facts, the formulation of theories or the innovative reinterpretation of known data and established ideas. The final thesis is expected to be well-written and to reveal an independence of thought and approach, a deep knowledge of the field of study and to have made a significant original contribution to knowledge..

**Credit Points:**24

**Class Contact:**Equivalent to thirty six hours per semester normally to be delivered as a combination of lecture, seminar, tutorial and or/workshop or a delivery mode as approved by the Faculty of Business and Law. Unit of study is equal to 12 X 24 credit points

**Required Reading:**Please enquire.

**Assessment:**Research Thesis, Research Thesis, 100%.

### **BLO9211 SPORT, LAW AND THE ATHLETE**

**Locations:**not offered.

**Prerequisites:**BLO1105 - BUSINESS LAW

**Description:**This unit of study will commence with an introduction to the Australian legal system. It will then proceed to give an overview of the law of contract, which is fundamental to understanding much sports law. The students will then be introduced to those laws that have direct and practical application to every day sports administration, particularly as they apply to the athlete. Topics that will be covered include matters relating to the employment of the athlete including employment law, restraint of trade and equal opportunity and anti-discrimination law. The students will also consider issues of injury and compensation and the potential rights and liabilities that may arise for participants as well as sport and recreation administrators. This will

involve consideration of the law of assault, negligence, and related matters. The issues of drugs in sport, challenging the decisions of sporting disputes tribunals and alternative dispute resolution will be considered. Finally students will look at how the athlete may protect their reputation through the law of defamation.

**Credit Points:**12

**Class Contact:**Equivalent to three hours per week. Normally to be delivered as two hours of lectures and one hour of tutorials, workshops or modules or a delivery mode as approved by the Faculty of Business and Law. Unit of study equal to 12 credit points.

**Required Reading:**Healey, D., 2005, Sport and the Law, 3rd edn, New South Wales University Press, Sydney, Australia.

**Assessment:**Law Report Case Study 10%; Research Assignment 30%, Examination 60%. Students are expected to satisfactorily complete each component of the assessment to gain a pass in the unit of study.

### **BLO9800 RESEARCH THESIS (FULL TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.

**Credit Points:**48

**Class Contact:**Unit of study is 48 credit points per semester.

**Required Reading:**Please enquire

**Assessment:**Research thesis, 100%.

### **BLO9801 RESEARCH THESIS (PART TIME)**

**Locations:**City Flinders.

**Prerequisites:**Please Enquire.

**Description:**Completion of a major thesis under the supervision of an experienced member of staff from the School of Law.

**Credit Points:**24

**Class Contact:**Unit of study is 24 credit points per semester.

**Assessment:**Research Thesis, 100%.

### **ZCC5001 PRIVATE INTERNATIONAL LAW/CONFLICT OF LAWS**

**Locations:**City Queen.

**Prerequisites:**Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Description:**This unit of study aims to understand how and when Courts will make use of foreign laws to resolve legal disputes in which such law is raised. The unit of study covers the structure of Conflict of Laws, domicile and residence, jurisdiction of courts at Common Law, staying of actions and declining jurisdiction at Common Law, recognition and enforcement of foreign judgements at Common Law, obligations - contracts and torts, property - immovables and movables, husband and wife, the law of succession and concluding theoretical issues.

**Credit Points:**24

**Class Contact:**Unit study equal to 24 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

### **ZCC5002 NOTARIAL PRACTICE - THEORY**

**Locations:**City Queen.

**Prerequisites:**Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Description:**This unit of study aims to provide an in-depth knowledge of the work of a Notary including notarial acts, Bill of Exchange and other professional functions. This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practice as a Notary.

**Credit Points:**24

**Class Contact:**Unit of study equal to 24 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

### ZCC5003 COMPARATIVE LAW

**Locations:**City Queen.

**Prerequisites:**Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Description:**This unit of study aims to gain overview of the world's legal systems that will assist Public practising in countries in the Asia-Pacific Region, especially those with culturally diverse domestic populations maintaining connections to homelands, concentrating on the role of the Notary in civil law transactions such as the formation of contracts, the assignment of property and other transactions requiring notarial completion.

**Credit Points:**24

**Class Contact:**Unit of study if equal to 24 credit points.

**Required Reading:**To be advised by lecturer.

**Assessment:**Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

### ZCC5004 NOTARIAL PRACTICE - PRACTICAL

**Locations:**City Queen.

**Prerequisites:**Students must be engaged in practice as a Notary or be seeking an appointment as a Public Notary in Victoria or in another jurisdiction.

**Description:**This unit of study comprises a theoretical and practical overview of Notarial practice to equip students with the professional and technical skills to practise as a Notary. Areas covered include the structure and authority of the profession, characteristics and use of the notarial act including Bills of Exchange and Shipping Protests, and conduct and discipline of the profession including use of interpreters and translations and cultural awareness in dealing with clients from culturally diverse backgrounds.

**Credit Points:**24

**Class Contact:**Unit of study is equal to 24 credit points.

**Assessment:**Students will work at their own pace through the module, with assistance from the unit of study guide, and submit assignments.

