

## Faculty of Commerce and Economics

### A Message from the Dean

Welcome to the Faculty of Commerce and Economics at the University of New South Wales – one of Australia's leading universities.

After fifty years of dynamic growth, UNSW has a reputation for excellence, sustained innovation, scholarship, research and practical application; and the Faculty of Commerce and Economics plays an important role in maintaining this reputation.

The Faculty attracts high-achieving students from across the region, with strength, depth and quality across eight teaching and research units. Through excellence in scholarship we aim to enhance the capability of our students and staff to add value to the organisations, professions and communities in which they aspire to leadership roles.

The Faculty values its close relationships with industry and the professions, ensuring a high demand for our graduates, many of whom are now leaders in industry, government, politics and academia.

The Faculty is committed to supporting its students throughout their learning experience. We have a wide range of support services, including an Educational Development Unit, a Faculty Student Centre to assist with administrative matters, and Undergraduate and Postgraduate Advisors in each school. Together we aim to offer you a rewarding and stimulating environment in which to pursue your studies. I wish you every success.

Greg Whittred  
Dean  
Faculty of Commerce and Economics

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## Faculty Information and Assistance

### Who Can Help?

If you require advice about enrolment, degree requirements, progression within programs or any other general matters, contact the Faculty of Commerce and Economics Student Centre, Ground Floor, John Goodsell Building: telephone (02) 9385 3189, fax (02) 9313 7767, email [pgfce@unsw.edu.au](mailto:pgfce@unsw.edu.au).

#### Office Hours:

During Orientation Week, Week 1 and Week 2 of session:  
Monday – Thursday 9.00am – 6.30pm  
Friday 9.00am – 5.00 pm

#### Other weeks:

Monday – Friday 9.00am – 5.00pm

For specific information and advice about academic course content, contact the appropriate schools/teaching units.

## The Faculty of Commerce and Economics Website

Please refer to the Faculty website for further information:  
[www.fce.unsw.edu.au](http://www.fce.unsw.edu.au)

### Computer Information

The Faculty of Commerce and Economics has a number of laboratories located in the Quadrangle and John Goodsell Buildings, all of which are equipped with Pentium machines. More detailed information is available in the Faculty 'Student IT Resource Handbook' or on the Faculty website.

### Course Descriptions

Descriptions of the courses offered in 2006 can be found in alphabetical order by course code at the back of this Handbook or in the Online Handbook at [www.handbook.unsw.edu.au](http://www.handbook.unsw.edu.au)

### Course Timetables

Postgraduate course timetables are available to re-enrolling students via the Faculty website before the end of the current year of study.

### Education Development Unit

In pursuit of the FCE's vision to be the leading business faculty in the Asian region, the Education Development Unit (EDU) provides support, development and leadership for both staff and students in the area of education quality and innovation.

The EDU supports all FCE students in the development and enhancement of their academic skills, by providing a range of strategies including:

- **Orientation programs** – Offered for both undergraduate and postgraduate programs, orientation introduces students to teaching and learning approaches, learning expectations, strategies for successful study in the Faculty and provides opportunities to meet Faculty staff and students.
- **Discipline-specific resources and activities** – The EDU works with academic staff from different disciplines to develop workshops and resources relevant to specific disciplines.
- **Academic skills workshops** – Provided throughout each session, these workshops are free and specifically for FCE students. Topics include referencing, reading critically, essay and report writing, case analysis, presentation skills, working in groups, and exam preparation.
- **Resources and handouts** – Available both in print and on-line, resources include handouts on academic skills and a range of other topics for FCE students.
- **Consultations** – Confidential individual or small group consultations regarding any learning issues are offered to all FCE students.

FCE students visiting the EDU may wish to talk to staff about their learning, their language needs and improving their academic performance. Students can collect or borrow appropriate support materials, find out about workshops or make appointments for a one-hour consultation.

For further information, visit the EDU website at <http://education.fce.unsw.edu.au>, drop in at the EDU Learning Assistance Centre, Room 2039, level 2, South Wing, Quadrangle Building or phone: (02) 9385 5584.

### Enrolment Procedures

Applicants interested in studying in the Faculty of Commerce and Economics should contact the Faculty of Commerce and Economics Student Centre on (02) 9385 3189 or the Student Recruitment Office on (02) 9385 1844.

New students are informed of enrolment procedures after they have accepted an offer.

All re-enrolling students are emailed information to enable them to enrol online using myUNSW.

It is the responsibility of students to ensure their enrolment adheres to the program structure.

### Examinations

Additional information on examinations and assessment, including rules and restrictions, can be found in the beginning of this Handbook.

For courses under the control of the various schools in the Faculty of Commerce and Economics, the published grade will be determined on the basis of a composite mark which will include, on a weighted basis, the results of the final examination, other prescribed examinations, essays and assignments. The exact method of weighting the components of the composite mark may differ from course to course, but students are advised of the weighting at the commencement of each session.

### Supplementary Examinations

Students may be required to sit for an oral and/or written supplementary examination, which will normally be held in the two weeks preceding the commencement of Session 2 or in December/January. In general, this opportunity will only be offered to a student who has been prevented from taking an end of session examination or who has been placed at a serious disadvantage during the examination and whose circumstances have improved considerably in the period since the examination was held.

Students are advised not to undertake programs with which they cannot cope adequately and re-enrolling students are encouraged to seek advice from the FCE Student Centre on this matter.

### Use of Calculators

The Faculty of Commerce and Economics has resolved to advise all students to equip themselves with a portable electronic calculator, preferably one which possesses, in addition to the four basic arithmetic functions, those involving discounting and present value calculations.

These calculators should be a valuable study aid in expediting the routine aspects of assigned practical exercises throughout the year in many courses. Such calculators may also be permitted, subject to the discretion of individual examiners, in examinations for courses taught in the faculty.

## Schools and Disciplines

The Faculty of Commerce and Economics includes the Schools of: Accounting; Actuarial Studies; Banking and Finance; Business Law and Taxation; Economics; Information Systems, Technology and Management; Marketing; Organisation and Management.

### School of Accounting

**Head of School:** Professor Wai Fong Chua

**Administrative Officer:** Colin Withers

Students enrolled in a Master of Commerce by coursework may undertake the following specialisations: Accounting or Strategic Value Management. In addition there are the popular Master of Professional Accounting and Master of Professional Accounting (Extension) degrees.

The Accounting disciplinary stream includes courses related to the use of financial information by owners, shareholders, creditors, managers and governments to achieve their objectives. The different areas covered include: financial accounting (preparation of legally required financial statements, analysis and interpretation of financial statements, complex financial transactions and instruments, differences in reporting entities including multinational enterprises and international reporting diversity), managerial accounting in the context of world class management practice (design and operation of accounting information systems, planning and control, budgeting, benchmarking, strategy formulation and performance evaluation), and auditing (evaluating internal control systems, adding credibility to reported information and improving the corporate governance process).

The Strategic Value Management program focuses on strategic resource management in the context of achieving stakeholder value. A range of accounting and management courses are available to students in this stream, including Business Risk Management, Business Performance Management and E-Commerce: Strategy and Processes.

The Master of Professional Accounting is ideal for students who have no or limited exposure to the study of accounting. The program is an excellent multidisciplinary introduction to business with sufficient accounting for students to obtain recognition by the two peak professional accounting bodies in Australia. Employers often seek staff who have met the professional requirements as it means a range of essential business skills have been acquired. Thus students may find it easier to find employment in Australia or elsewhere by completing this program.

The Professional Accounting degree is accredited by CPA Australia and the Institute of Chartered Accountants in Australia. This program is not normally available to students from Australian Universities with major studies in Accounting.

### Actuarial Studies

**Head:** Professor Michael Sherris

**Administrative Assistant:** Bindya Subba

Actuarial Studies involves the application of quantitative, economic and financial models and analysis to long term financial management particularly in life insurance, general insurance, health insurance, and

superannuation as well as in other financial services. The actuarial courses cover the models used to quantify and manage risks such as survival, birth, marriage, sickness, retirement, accident, fire, flood, asset default and asset value fluctuations and to study their financial effect on the obligations of insurance companies, benefit plans and other financial security systems. The courses provide the foundations for actuarial practice in the pricing, reserving, investment, and financial management of life insurance, general insurance superannuation and pension funds. The actuarial program of study also aims to develop the use of judgement and to provide the necessary combination of mathematical, statistical, accounting, economic, financial, demographic, analytical and modelling skills for a rewarding career in the financial services industry.

The Master of Actuarial Studies provides students who meet the required standards with the opportunity to apply for exemption from some or all of the Part I and II examinations of the Institute of Actuaries of Australia (IA Aust) and entry into the actuarial profession, as well as study courses in quantitative risk management.

Graduates in mathematics, engineering and science disciplines, who are interested in applying their mathematical skills in a rewarding career in the financial services industry, should consider an actuarial career as an option. Graduates from Commerce and Economics disciplines with a strong mathematical background, such as would be obtained from studying econometrics, mathematical economics or mathematical finance, should also consider an actuarial career.

The courses are quantitative and intellectually demanding. They require a very strong ability and interest in mathematics and statistics and their applications to business. Success as a professional actuary also requires problem solving skills, reasoning, well-rounded business skills and an ability to communicate complex ideas in simple terms.

Actuaries are employed by insurance companies, superannuation funds, banks, and governments and also practice as consulting actuaries. About a third of the fully qualified actuaries in Australia work or practice in life insurance, another third work or practice in superannuation, and the rest are in general insurance, finance, funds management, education and other areas of practice. The financial rewards from an actuarial career compare very well with other professions and employment prospects are very good. To qualify as an actuary in Australia, the completion of, or exemption from, subjects in Parts I, II and III of the professional syllabus of the IA Aust is required.

Part II is made up of the Actuarial Control Cycle subjects. Part III is completed by distance education through the IA Aust usually on a part-time basis after completing the Part I and Part II subjects.

Please refer to the section 'Professional Recognition of Programs' for a sample program.

## School of Banking and Finance

**Head of School:** Professor Terry Walter

**Administrative Officers:** Clarissa Niland, Shirley Webster and Kathleen White

Finance is the study of financial and capital markets. It is concerned with decision making within those markets, and how values or prices of financial assets are determined. Finance is also concerned with investment decisions (for example, selection among alternative projects, selection of securities to include in a portfolio), financing decisions of a firm (dividend policy, debt and equity structures, and lease purchase decisions), and the development of risk-hedging strategies so as to minimise the damaging effects of adverse movements in share prices, interest rates, exchange rates and other uncertainties in domestic and international markets.

Global financial market integration has led to the emergence of multinational corporations. Financial management of multinational corporations and the study of these corporations' financial and investment strategies in the international market, particularly in the Asia-Pacific region, are the focus of the program in finance. Furthermore, the increasing expansion of insurance services and funds management in Australia and the Asia-Pacific are other important issues in finance.

The growth of interest in the financial sector has been accredited to greater public awareness of the financial market as an investment opportunity. The risks of these markets are also more appreciated, so strategies to manage these are increasingly important. The public at large have taken to purchasing stocks and bonds as a means of securing higher returns, and with it a greater degree of consumer awareness in relation to financial matters now exists. One major growth area in the world of finance is the advent and expansion of funds management. Funds managers pool investor money together to form specific portfolios to suit different investor needs. For example, some investors prefer high capital gains over short time horizons, whilst others prefer not to take as much risk and hope for

a steady stream of income over a longer period of time. Funds managers must understand the needs of the customer, design portfolios consisting of different assets to suit those needs, and ensure the returns from the funds are what is expected of them. The postgraduate programs offered by the School will provide the necessary skills and knowledge for those who wish to enter this growing and complex market, with the prospect of advancing rapidly within the industry.

Depending on the program selected, finance provides training for a wide range of vocations including: multinational financial managers, multinational bank and insurance managers, multinational funds managers, venture capital and private equity specialists, corporate financial managers or treasurers, portfolio managers for trust funds, superannuation funds and insurance companies, investment analysts and financial researchers in stockbroking firms, merchant banks, trading banks and government departments, management consultants and takeover specialists in corporate advisory divisions of merchant banks, public accounting firms, and management consulting firms.

## School of Business Law and Taxation

**Head of School:** Professor Andrew Terry

**Administrative Assistant:** Bibi Moore

Law and commerce are inextricably intertwined. The whole fabric of commerce is woven from a complex legal regime, judicial and statutory, which regulates all commercial activity. The study of commerce has always included an examination of the laws which govern its operation and it is the role of the School of Business Law and Taxation to provide a range of courses addressing areas of law relevant to students in the Faculty of Commerce and Economics.

The courses offered by the School fall into three broad categories: 'foundation' courses which expose students from all disciplines in the faculty to a broad general education in the legal environment and regulation of commerce; 'professional' courses which are recognised by the CPA Australia and the Institute of Chartered Accountants in Australia for admission to those bodies; and 'specialist' business law and taxation courses relevant to disciplinary streams within the faculty.

The School's mission is different to that of a law school – it is driven by an audience which is trained for commercial rather than legal practice. The School's focus is on teaching and research which is contemporary, relevant and innovative, and which adds value to the disparate disciplines which comprise 'commerce'.

At the graduate level the School offers a MCom specialisation in Business Law.

## School of Economics

**Head of School:** Professor Bill Schworm

**Administrative Officers:** Nadine Caisley, Catriona Reid, Dominique Motteux, Clea Bye.

The School of Economics comprises approximately 45 full-time academic staff engaged in teaching and research across a wide range of sub-disciplines within economics including econometrics, financial economics and business strategy.

The School is involved in the teaching of two postgraduate coursework degrees, the Master of Commerce (MCom) and the Master of Economics (MEc), and two research degrees, the Master of Philosophy and the Doctor of Philosophy.

The Master of Economics program is a new program commencing in 2006 which provides advanced training in theoretical and applied aspects of modern economics and econometrics. The MCom is a faculty-wide degree in which students can take a number of courses in Economics. In addition, the School of Economics has a strong and growing commitment to graduate studies with research emphasis. Research in the School is of a high calibre by both national and international standards. The School ranks among the top three within Australia on a variety of research performance criteria and members of the School play an important role in the academic and economic policy debate within Australia and internationally.

The MPhil is a research degree consisting of advanced coursework plus a thesis.

The PhD in Economics is designed to equip students with advanced research training in economics. Students are provided with a strong grounding in theoretical and applied economic analysis and econometrics through both coursework and research supervision. In addition to any prescribed coursework, candidates for the PhD in Economics must submit a thesis which is an original and significant contribution to the discipline.

## School of Information Systems, Technology and Management

**Head of School:** Professor Graham Low

**Administrative Officer:** Tricia Hartley

Information Systems (IS) involves the planning, analysis, design and maintenance of computerised systems used to process information in commerce, industry, government and research organisations. Information Technology (IT) is the underlying mechanism that controls these systems. Information Systems and Information Technology are indispensable to the operations of most modern organisations. In an information systems course you will study how information systems are planned, analysed, designed, operated and managed. Throughout the program you will develop conceptual and practical skills of the way in which computer systems are used within organisations.

Graduates often follow careers as programmers, analysts, business analysts, information technology specialists, data administrators, EDP auditors, e-commerce specialists and web managers. Major employers of Information Systems graduates include government departments, banks, finance organisations, oil companies, insurance companies, large manufacturing enterprises, retail companies, service industries, computer marketing organisations, universities and other research organisations.

## School of Marketing

**Head of School:** Professor Paul Patterson

**Administrative Officer:** Nadia Withers

Marketing is a dynamic management discipline concerned with exchange processes in competitive markets. It is of critical importance in all sectors of the economy, including local and international businesses, and profit-making and non-profit making organisations. The business function of marketing seeks to identify the needs and wants of customers, determine potential target markets, design appropriate products and services, communicate this offering to customers and distribute it to the marketplace. A wider goal of marketing is to create an organisation-wide ethos that is responsive to customer needs, aware of competitive forces, and builds on core strengths of the organisation.

Graduates find careers in product management, customer services, new product planning, international marketing, logistics and distribution, sales and purchasing, advertising, direct marketing and public relations, marketing research, management consultancy and e-business. General management training programs are also a popular option. Graduates find their skills are in heavy demand across both public and private sectors, nationally and internationally. The Australian Market and Social Research Society has given professional accreditation to graduates of our programs. Also, there are affiliations with professional organisations such as the Advertising Federation of Australia, the Australian Marketing Institute, The Australian Direct Marketing Association, and the Australian Customer Service Association.

**Postgraduate Programs:** The specialist Master of Marketing exists for those who wish to extend and deepen their prior knowledge of Marketing. It is an advanced program that in unique and innovative ways marries contemporary Marketing issues with a critical, research-based approach to learning.

Graduates wanting to acquire knowledge of Marketing are encouraged to enrol in the Marketing Specialisation of the MCom degree. This program features courses in the areas of e-marketing, international management, services and business-to-business marketing, marketing in Asia, marketing communications, new product development, retailing and logistics and customer analysis. This program is designed for those who seek to broaden their business horizons after studying a non-marketing program as an undergraduate.

A specialisation in Tourism Marketing within the MCom exists for those wishing to study Marketing in combination with Tourism and Hospitality Management. The program covers all core areas of tourism and hospitality management, and takes advantage of strong links with industry and government. Industrial training is available as an additional and optional component of the program.

The School offers a customised program in conjunction with industry. The Media Sales certificate program prepares students for careers in media sales, media buying and marketing communications.

A small number of places are available each year for students wishing to undertake postgraduate research in Marketing or Tourism. The PhD program requires students to complete at least four research courses in the School of Marketing and submit a major research thesis. A Master of Philosophy program is also available.

Contact the School for program brochures or consult the website: [www.marketing.unsw.edu.au](http://www.marketing.unsw.edu.au)

**The Centre for Applied Marketing:** The Centre for Applied Marketing is a joint research centre between the School of Marketing, Faculty of Commerce and Economics and the Marketing cluster at the Australian Graduate School of Management. The Centre was established to act as a bridge with Australian industry. The Centre promotes and undertakes both pure and applied research in a range of marketing spheres. The Centre also provides customised in-house marketing training programs to leading Australian companies.

**The CRC for Sustainable Tourism:** The focus of this centre is on tourism, economics, policy and marketing. The Centre has strong links with Federal and State Government organisations, and the tourism industry. It coordinates UNSW membership of the national Cooperative Research Centre for Sustainable Tourism (CRCST) which is a source of funding for tourism related research.

## School of Organisation and Management

**Head of School:** Associate Professor Lucy Taska

**Administrative Officer:** Terry O'Callaghan

The School of Organisation and Management was formed on 1 July 2004 by the merger of the School of Industrial Relations and Organisational Behaviour and the School of International Business. Consequently course codes which previously started with IROB and IBUS are now under the MGMT prefix.

The School offers coursework and research study in three disciplinary streams: Human Resource Management; Organisation and Management Studies; and International Business.

The program in **Human Resource Management** provides a strong applied and theoretical grounding in all aspects of the management of people in paid employment. The School's programs are designed to provide both the breadth required for successful career mobility in the 'HR' field and the opportunity to acquire advanced, applied knowledge in specialised human resource functions, including staff planning, recruitment, selection and development, training, gender equity, employee motivation and performance management, remuneration management, superannuation, employment law, workplace negotiation, international and cross-cultural human resource management, and occupational health and safety. These areas are increasingly being influenced by wider corporate strategy and business plans and are often seen as the key to enhancing organisational performance. Accordingly, the School's programs place a strong emphasis on the strategic aspects and importance of human resource planning, policy and practice. The program in Human Resource Management provides a solid career basis for those involved in, or contemplating becoming involved in, managing people in paid employment.

**International Business** is a rapidly growing field of study dealing with the development, strategy, and management of multinational enterprises in the global context of complex and dynamic business environments. Besides the study of multinational enterprises, the field necessarily includes business context studies and culture and communications, including language studies. Doing business and making decisions internationally involves greater complexity and is much more challenging compared to decision making restricted to the domestic context. Special knowledge and skills are required to be successful at international business. Strategic decisions have to be made about which countries to operate in, whether or not to export or license, whether to set up a new facility, establish a joint venture or acquire an existing business and how to sustain competitiveness internationally. Critical issues requiring analysis and judgement at the international level also include global strategy, country risk, business negotiations, cultural difference, and performance measurement and evaluation.

The program in **Organisation and Management Studies** focuses on how best to coordinate the structure and resources of a work enterprise in order to effectively attain designated organisational goals. Particular attention is given to the nature, determinants and management implications of individual, group and collective behaviours within organisations. Drawing on theories from organisational behaviour, sociology, psychology, management, cultural and gender studies and the social sciences in general, this program provides an in-depth understanding of human relations and organisational dynamics and their associated interaction. This knowledge is also applied to practical issues of employee management and to the development of appropriate organisational design. There is increasing demand for more professionally oriented managers and for consultancy expertise in the areas of organisational redesign and change in both private and public sectors. The School's programs have been designed to address this demand.

## Professional Recognition of Programs

The degree programs offered by the Faculty of Commerce and Economics at UNSW are recognised by professional organisations in accordance with the details set out below:

### Australian Computer Society (ACS)

The MCom (Information Systems) meets the requirements for Professional Level accreditation of the Australian Computer Society. The basis for accreditation is:

1. Satisfactory completion of the following core courses:

COMM5001	Business Communication, Ethics and Practice
COMM5002	Managing for Value Creation 1
COMM5003	Managing for Value Creation 2
COMM5004	Business Capstone Project

2. Satisfactory completion of two courses in Information Systems as a disciplinary foundation:

INFS5988	Business Information Systems
INFS5992	Data Management

3. Satisfactory completion of four courses in Information Systems as a disciplinary specialisation:

INFS5848	Information Systems Project Management
INFS5885	Managing e-Business Technology
INFS5905	Information Systems Auditing
INFS5926	Advanced Data Management
INFS5927	Knowledge Management Systems and Technology
INFS5928	Software Engineering Management
INFS5953	Information Systems Management
INFS5957	Information and Decision Technology
INFS5974	Advanced Database Implementation
INFS5975	Advanced Software Implementation
INFS5982	Advanced Data Communications
INFS5983	Business Data Communications
INFS5984	Information Systems Security
INFS5989	Information Systems Design
INFS5991	Decision Support Systems
INFS5993	Special Topic in Information Systems, Technology and Management

4. Satisfactory completion of the full requirements of the program.

### The Australian Institute of Banking and Finance (AIBF)

The educational requirements for **Associateship** will be satisfied on completion of a University degree specialising in Banking and Finance which includes a management, a marketing and four banking and finance courses.

The educational requirements for **Senior Associateship** will be satisfied on completion of a University degree specialising in Banking and Finance which includes a management, a marketing and four banking and finance courses and employment in the Australia/New Zealand banking and finance industry for at least two years.

Graduates who have met the academic, but not the work experience, requirements for Senior Associate, qualify for **Associate membership**.

Students are advised to contact AIBF for current requirements: [www.aibf.com.au](http://www.aibf.com.au)

### Australian Market and Social Research Society (AMSRS)

Postgraduate MCom marketing students at UNSW are able to obtain the AMSRS Certificate in Market Research if they have successfully completed a number of approved courses. The AMSRS Certificate in Market Research is widely recognised by government and industry as a measure of competence in market research.

To qualify for the Certificate, postgraduate MCom students must complete and pass the following courses:

COMM5002	Managing for Value Creation 1
MARK5800	Customer and Market Analysis
MARK5801	Marketing Management and Marketing Strategy
MARK5811	Applied Marketing Research

Plus 1 from:

MARK5810	Marketing Communication and Promotion
MARK5812	Distribution, Retail, Channels and Logistics
MARK5813	Product Development and Brand Management

Students who have successfully completed the required courses at UNSW must complete the application form which is available from the School

of Marketing Office, UNSW, Sydney NSW 2052 or contact the Australian Market and Social Research Society, telephone (02) 9571 5966, fax (02) 9571 5944, website: [www.amsrs.com.au](http://www.amsrs.com.au) Further information is available from the Professional Associations section in the Marketing website: [www.marketing.unsw.edu.au](http://www.marketing.unsw.edu.au)

### Chartered Secretaries Australia (CSA)

The CSA is the professional association for 10,000 company secretaries and corporate managers in Australia. It also operates as the Australian Division of the International, 70,000 member strong, Institute of Chartered Secretaries and Administrators to which most CSA members also belong.

The CSA accredits courses which, if completed, count towards the academic requirements of both professional associations. During the course of their studies, students are encouraged to become CSA Student Members.

For details of accredited courses and student membership contact Dr John Nelson, National Education Manager, CSA, 70 Castlereagh Street, Sydney, telephone (02) 9223 5744, email [info@CSAust.com](mailto:info@CSAust.com), website [www.CSAust.com](http://www.CSAust.com)

### CPA Australia

CPA Australia has accepted this University as an approved tertiary institution for the purpose of its membership qualifications.

Graduates who complete the Master of Professional Accounting or the Master of Professional Accounting (Extension) may be eligible for associate membership of CPA Australia. Although the programs are accredited, CPA Australia assesses every applicant for membership requirements, which include a rule that each applicant must hold a degree which is considered comparable by the National Office of Overseas Skills Recognition (NOOSR) to an Australian Bachelor's degree. If requested, CPA Australia will provide an assessment of an overseas qualification.

Students seeking professional recognition are advised to confirm membership requirements with CPA Australia. Please refer to their website at: [www.cpaaustralia.com.au](http://www.cpaaustralia.com.au)

### The Institute of Actuaries of Australia

The following courses offered in the Master of Actuarial Studies cover the syllabus of the Part I and Part II examinations of the Institute of Actuaries of Australia:

UNSW Courses	Professional Subjects
ACTL5101	Probability and Statistics for Actuaries CT3
ACTL5102	Financial Mathematics for Actuaries CT1
ACTL5103	Stochastic Modelling for Actuaries CT4 & CT6
ACTL5104	Actuarial Statistics CT4
ACTL5105	Life Insurance and Superannuation Models CT5
ACTL5106	Insurance Risk Models CT6
ACTL5107	Economics for Actuaries CT7
ACTL5108	Finance and Financial Reporting for Actuaries CT2
ACTL5109	Financial Economics for Insurance and Superannuation CT8
ACTL5100	Actuarial Theory and Practice A Part II
ACTL5200	Actuarial Theory and Practice B Part II

Students wishing to apply for exemption from the Part I or II professional examinations must achieve above average performance in the relevant courses.

Qualification as a Fellow of The Institute of Actuaries of Australia (FIAA) requires the completion of subjects in Parts I, II and III of the professional actuarial examinations. Qualification as an Associate of the Institute of Actuaries of Australia (AIAA) is attained on completion of the courses in Parts I and II.

Part I and Part II of the professional examinations are covered in the Master of Actuarial Studies program. No exemptions are available from the Part III examinations. Part III consists of four half-year subjects completed by distance education through the Institute of Actuaries of Australia usually on a part-time basis after completing the Part I and II subjects. Two of these subjects (Module 1: Investments, and Module 4: Commercial Actuarial Practice) are compulsory. In Modules 2 and 3 students select subjects in one specialty area of practice: Life Insurance; General Insurance; Superannuation and Planned Savings; and Investment Management and Finance.

The Faculty of Actuaries and the Institute of Actuaries in the UK offer exemptions from the equivalent subjects in their syllabus if students have obtained exemption through the Institute of Actuaries of Australia. This covers only Part I subjects. However, Fellows of The Institute of Actuaries

of Australia can obtain Fellowship of the Institute of Actuaries (London) if they wish to practice in the UK or Europe.

Students who have completed an actuarial studies specialisation and obtained exemptions from the Part I subjects of the Institute of Actuaries of Australia can apply for waivers of some of the examinations of the Society of Actuaries (North America). Fellows of The Institute of Actuaries of Australia can apply for admission as an Associate of the Society of Actuaries if they wish to practice in North America.

Fellowship of The Institute of Actuaries of Australia (FIAA) is recognised by local actuarial societies in Hong Kong, Singapore, Malaysia, New Zealand and Japan. The actuarial societies in Hong Kong, Singapore and Malaysia do not conduct their own examinations.

### The Institute of Chartered Accountants in Australia

The Master of Professional Accounting and the Master of Professional Accounting (Extension) are accredited by the Institute. Students are advised to contact the Institute for current requirements: [www.icaa.org.au](http://www.icaa.org.au)

### The Securities Institute of Australia

The Securities Institute of Australia grants exemptions from certain courses leading to associate membership of the Institute to graduates who have completed finance courses offered in the BCom, BEC, MFin or MCom degree programs.

Applications for registration, exemption or admission should be made direct to Institute: [www.securities.edu.au](http://www.securities.edu.au)

## Program Rules and Information – Research Degrees

### Doctor of Philosophy

#### PhD

The degree of Doctor of Philosophy is offered in the Faculty of Commerce and Economics in the following programs:

#### Program

1521	Accounting
1545	Actuarial Studies
1561	Banking and Finance
1535	Business Law and Taxation
1540	Economics
1525	Information Systems
1550	Marketing
1605	Organisation and Management

#### Typical Duration

4 years

#### Minimum UOC for Award

144 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Doctor of Philosophy (PhD) degree is offered in all faculties of the University of New South Wales and encourages initiative and originality in research. Candidates should make a significant contribution to knowledge in their field.

As a general guide, the UNSW entry requirements for the degree of Doctor of Philosophy are as follows:

- A candidate for the degree shall have been awarded an appropriate degree of Bachelor with Honours from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Research Committee of the appropriate Faculty.
- Candidates may be admitted to the PhD program after one year's full-time enrolment in a Masters by Research program, with the approval of the Faculty Research Committee.
- In exceptional cases an applicant who submits evidence of such other academic and professional qualifications as may be approved by the Committee may be permitted to enrol for the degree.

However, as each Faculty manages its own PhD programs, prospective local and international research students should check with the relevant Faculty and/or School for specific entry requirements.

### Program Objectives and Learning Outcomes

The Doctor of Philosophy (PhD) degree encourages initiative and originality in research. Students will make a significant contribution to knowledge in their field and will be competent to carry out research in their chosen area.

### Program Structure

This program involves a minimum of three years full-time study. Students undertake supervised research leading to the production of the thesis.

The length of a doctoral thesis normally should not exceed 100,000 words of text and should be submitted for examination within 4 years of full-time study.

In some faculties advanced coursework is also prescribed.

### Academic Rules

Please refer to PhD Academic Rules under the Faculty and Social Sciences section in this Handbook.

### Further Information

If you are considering applying for a PhD at UNSW you will need to make contact with the relevant school or faculty. This is necessary in order to establish that your research interests and those of the school and faculty are aligned, and that there is a suitable supervisor for your particular area of research.

Prospective students are strongly advised to make contact with potential supervisors before applying for research study at the University.

Please refer to the relevant faculty home page for contact details of schools and departments.

Please refer to the following webpage for further information on how to apply, scholarships, English language requirements, thesis preparation and other research related matters: [www.unsw.edu.au/futurestudents/research](http://www.unsw.edu.au/futurestudents/research)

Please contact the Faculty of Commerce and Economics Research Office via email [graduateresearch.fce@unsw.edu.au](mailto:graduateresearch.fce@unsw.edu.au) for further information.

## 2585 Master of Philosophy in Commerce & Economics

### MPhil

#### Typical Duration

1.5 years

#### Minimum UOC for Award

72 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Philosophy (MPhil) is designed to provide an opportunity for students to develop research competence in a limited timeframe. The program duration is 1.5 years full-time or 3 years part-time.

### Program Objectives and Learning Outcomes

The Master of Philosophy (MPhil) aims to:

- Deepen insight into underlying paradigms, advanced theory and research processes in a commerce discipline;
- Develop competence in conducting research; and
- Provide opportunities for the design of discipline-based research projects

### Program Structure

The Master of Philosophy (MPhil) consists of:

An average of four coursework courses totalling 24 units of credit usually undertaken in the first year of candidature.

A thesis not exceeding 40,000 words on an approved topic to the value of 48 units of credit.

The MPhil program will be offered in the following disciplinary streams:

#### Accounting (plan ACCTAR2585)

(1) All students shall study the following core courses:

ACCT5909	Current Developments in Auditing Research
ACCT5951	Current Developments in Accounting Research – Financial

ACCT5952 Current Developments in Accounting Research Managerial

ACCT5997 Seminar in Research Methodology

(2) In addition to completing the courses listed in 1, students shall enrol in the thesis component, either ACCT5994 for full-time or ACCT6001 for part-time, and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Actuarial Studies (plan ACTLBR2585)**

(1) All students shall study the following core courses:

ACTL5003 Research Topics in Actuarial Studies

ACTL5100 Actuarial Theory and Practice A

ACTL5200 Actuarial Theory and Practice B

and an option selected from the relevant postgraduate courses approved by the Head of School.

**Note:** Students who have completed the equivalent of ACTL5100 or ACTL5200 in prior study will substitute courses from the relevant postgraduate courses approved by the Head of School.

(2) In addition to completing the courses listed in 1, students shall enrol in ACTL5000 or ACTL5001 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Banking and Finance (plan FINSR2585)**

(1) All students shall study the following core courses:

FINS5575 Research Methods in Finance 1

FINS5576 Advanced Topics in Asset Pricing

FINS5579 Research Methods in Finance 2

and one of the following courses:

FINS5574 Foundations of Financial Decision Making

FINS5577 Advanced Topics in Corporate Finance

FINS5578 Recent Developments in Banking Research

FINS5591 Special Topics in Finance

(2) In addition to completing the courses listed in 1, students shall enrol in the thesis component, either FINS5594 for full-time or FINS6001 for part-time students, and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Business Law and Taxation (plan LEGTER2585)**

(1) All students shall study the following core courses:

LEGT5998 Research Seminar in Commercial Law

and one of the following courses:

LEGT5522 Special Topic in Business Law

LEGT5523 Special Topic in Taxation

and any two of the School's postgraduate courses approved by the Head of School.

(2) In addition to completing the courses listed in 1, students shall enrol in either LEGT5994 for full-time or LEGT6001 for part-time and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Economics (plan ECONAR2585)**

(1) All students shall complete four postgraduate courses offered by the School of Economics and approved by the Head of the School of Economics, unless exempted from a course or courses because of advanced standing. Advanced standing may be granted by the Head of the School of Economics for equivalent postgraduate courses successfully completed prior to admission to the program but not used for another award, up to a maximum of four courses.

(2) Postgraduate courses offered in the Faculty of Commerce and Economics, or by other faculties in the University of New South Wales, may be substituted for those offered by the School of Economics with the permission of the Head of the School of Economics.

(3) In addition to completing four courses, students shall enrol in ECON5199 Thesis (full-time) or ECON6101 Thesis (part-time), and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

(4) Applicants who have not completed standard fourth year undergraduate courses in Economics (or equivalent) in their studies prior to entry to the program may be required to complete a prescribed set of postgraduate courses in the MPhil.

#### **Employment Relations (plan MGMTAR2585)**

(1) All students shall study the following core courses:

MGMT5982 Advanced Theory in Organisation and Management

MGMT5983 Advanced Methods in Organisation and Management

MGMT5731 Special Topic in Industrial Relations

MGMT5946 Managing Occupational Health and Safety

(2) In addition to completing the courses listed in 1, students shall enrol in MGMT5951 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Human Resource Management (plan MGMTFR2585)**

(1) All students shall study the following core courses:

MGMT5982 Advanced Theory in Organisation and Management

MGMT5983 Advanced Methods in Organisation and Management

MGMT5941 Special Topic in Human Resource Studies

MGMT5920 Managing Equity, Diversity and Disability

(2) In addition to completing the courses listed in 1, students shall enrol in MGMT5953 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Information Systems and Management (plan INFSER2585)**

(1) All students shall study the following core courses:

INFS5986 Research Topics in Information Systems 1

INFS5987 Research Topics in Information Systems 2

and two courses to be approved by the Head of School of Information Systems, Technology and Management, from advanced graduate courses offered by the School of Information Systems, Technology and Management.

(2) In addition to completing the courses listed in 1, students shall enrol in INFS5994 full-time or INFS6001 part-time, and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **International Business (plan MGMTBR2585)**

(1) All students shall study the following core courses:

MGMT5982 Advanced Theory in Organisation and Management

MGMT5983 Advanced Methods in Organisation and Management

MGMT5961 Special Topic in International Business

MGMT5603 Global Business Strategy and Management

(2) In addition to completing the courses listed in 1, students shall enrol in MGMT5955 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Marketing (plan MARKAR2585)**

(1) All students shall study the following core courses:

MARK8995 Business Research Methods in Marketing

MARK8996 Research Seminar in Marketing

MARK8997 Advanced Quantitative Methods in Marketing

MARK8998 Contemporary Research Methods in Marketing

(2) In addition to completing the courses listed in 1, students shall enrol in MARK8994 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Organisational Behaviour (plan MGMTER2585)**

(1) All students shall study the following core courses:

MGMT5982 Advanced Theory in Organisation and Management

MGMT5983 Advanced Methods in Organisation and Management

MGMT5931 Special Topic in Organisational Behaviour

MGMT5904 Organisational Transformation at the Speed of E

(2) In addition to completing the courses listed in 1, students shall enrol in MGMT5951 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

#### **Academic Rules**

Refer to Program Structure for the academic requirements relating to this program.

## **Program Rules and Information – Coursework Degrees**

### **8404 Master of Commerce and Economics**

#### **MCom**

#### **Typical Duration**

1.5 years

#### **Minimum UOC for Award**

72 units of credit

**Typical UOC per Session**

24 units of credit

**Program Description**

The Master of Commerce program has a long and distinguished history in providing high quality, relevant business education to graduates who wish to broaden their undergraduate business degree and those from non-business backgrounds wishing to develop their skills and knowledge in business. The Master of Commerce program is taught on-campus. The typical program duration is 1.5 years full-time, or 3 years part-time.

**Program Objectives and Learning Outcomes**

The program has been designed to:

- provide students with a fundamental grounding in commerce/business;
- allow students to pursue in-depth study of their chosen discipline;
- ensure students are equipped with a breadth and depth of generic and disciplinary knowledge and skills which can be applied to a range of complex business problems and contexts over time;
- allow students to place their disciplinary specialisation in the wider context of commercial activity.

**Program Structure**

The Master of Commerce consists of 12 courses (4 core courses, 6 disciplinary courses and 2 elective courses).

**Core Courses**

To be taken at the start of the program:

COMM5001	Business Communications, Ethics & Practice	(6UOC)
COMM5002	Managing for Value Creation 1	(6UOC)
COMM5003	Managing for Value Creation 2	(6UOC)

To be taken at the end of the program:

COMM5004	Business Capstone Project	(6UOC)
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**Disciplinary Courses**

The disciplinary courses selected will depend on the chosen specialisation. Fifteen specialisations are available within the MCom program.

Each specialisation includes 2 disciplinary core courses. The remaining 4 disciplinary courses may be prescribed or selected from a list.

Specialisations available in 2006 are:

Accounting  
Strategic Value Management  
Finance  
Banking  
Funds Management  
International Finance  
Financial Econometrics  
Business Law  
International Business  
Organisation and Management Studies  
Human Resource Management  
Business Strategy  
Marketing  
Tourism Marketing  
Information Systems

**Elective Courses**

Elective courses may be taken within the same disciplinary stream as the specialisation, or any disciplinary stream available in the MCom program.

**Sample Program**

The following sample program is for a full-time student undertaking Accounting as a specialisation.

**First Session**

COMM5001	Business Communications, Ethics & Practice	(6UOC)
COMM5002	Managing for Value Creation 1	(6UOC)
COMM5003	Managing for Value Creation 2	(6UOC)

Plus the first disciplinary core course for Accounting:

ACCT5930	Financial Accounting	(6UOC)
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**Second Session**

The second disciplinary core course for Accounting:

ACCT5996	Business Processes: Analysis & Improvement	(6 UOC)
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Plus 3 more disciplinary courses for Accounting:

ACCT5919	Business Risk Management	(6 UOC)
ACCT5922	E-Business: Strategy & Process	(6 UOC)
ACCT5942	Corporate Accounting & Regulation	(6 UOC)

**Third Session**

1 more disciplinary course for Accounting and 2 elective courses:

ACCT5949	Managing Agile Organisations	(6 UOC)
MARK5800	Customer & Market Analysis	(6 UOC)
MGMT5700	Management Work & Organisation	(6 UOC)

Plus the final core course:

COMM5004	Business Capstone Project	(6 UOC)
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**Academic Rules**

Please refer to Program Structure for the academic requirements relating to this program.

**7355 Graduate Certificate in Commerce****GradCert****Typical Duration**

0.5 years

**Minimum UOC for Award**

24 units of credit

**Typical UOC per Session**

24 units of credit

**Program Description**

The Graduate Certificate in Commerce is available to candidates who meet the academic entry requirements for the Master of Commerce but do not wish to undertake the full Masters program. It is also available as an exit point in the Master of Commerce.

**Program Structure**

Candidates must successfully complete four courses totalling 24 units of credit from the graduate courses offered by the Faculty of Commerce and Economics, subject to prerequisites.

**Academic Rules**

Please refer to Program Structure for the Academic Requirements relating to this program.

**8616 Master of Business and Technology****MBT****Typical Duration**

3-6 years part-time

**Minimum UOC for Award**

72 units of credit

**Typical UOC per Session**

6 units of credit

**Program Description**

The Master of Business and Technology program aims to equip managers and professionals with the skills and knowledge to be effective in a business environment driven by technology. The unique combination of courses provides participants with the intellectual tools to manage business, technology and where they intersect. The MBT is designed to be undertaken in part-time mode, in combination with full-time employment. Participants benefit from applying core course concepts to their workplace and experience. The MBT can be taken in either face-to-face or in distance mode. Participants receive comprehensive course materials and are allocated to a small class of approximately 20 – 25 participants. Classes can be either face-to-face on campus, meeting once a week for 1.5 hours or virtual, accessed via the internet. Class discussion is enriched by a student cohort of mature-age professionals and managers who bring a diversity of experience from a wide cross section of industry.

**Contact: MBT Program**

Telephone: +61 2 9385 6660

Email: mbt@unsw.edu.au

**Program Objectives and Learning Outcomes**

The program aims to enable participants to: 1. Critically appreciate frameworks, tools and techniques which address business problems in

technology-based environments, across a wide range of organisational contexts; 2. Construct appropriate solutions to problems in these complex and uncertain environments; 3. Improve their professional practice by drawing on previous experience, extending concepts based on new knowledge, applying solutions to the workplace and evaluating their impact; 4. Enrich and improve their practice by collaborating with and drawing from people from many professional contexts; 5. Actively manage change for organisational improvement and appreciate the different dimensions of change which contribute to organisational sustainability.

### Program Structure

To qualify for the Master of Business and Technology (MBT), a candidate must successfully complete a minimum of 72 units of credit (normally 12 courses of 6 units of credit each). The program can be completed in six sessions. The program is usually taken on a part-time basis.

GBAT9101	Project Management	(6 UOC)
GBAT9102	Management of Manufacturing Systems	(6 UOC)
GBAT9103	Environmental Management	(6 UOC)
GBAT9104	Management of Innovation & Technical Change	(6 UOC)
GBAT9105	Risk Management	(6 UOC)
GBAT9106	Information Systems Management	(6 UOC)
GBAT9107	Asset Management	(6 UOC)
GBAT9109	Energy Management	(6 UOC)
GBAT9112	Managing Occupational Health & Safety	(6 UOC)
GBAT9113	Strategic Management of Business & Technology	(6 UOC)
GBAT9114	Principles of Marketing	(6 UOC)
GBAT9115	Information Technology for Managers	(6 UOC)
GBAT9117	E-Business Strategy & Management	(6 UOC)
GBAT9120	Accounting: A User Perspective	(6UOC)
GBAT9121	Managing Agile Organisations	(6UOC)
GBAT9122	Business Economics	(6UOC)
GBAT9123	Fundamentals of Corporate Finance	(6UOC)
GBAT9124	Business Law and Technology	(6UOC)
GBAT9125	Fundamentals of People Management	(6UOC)

or other courses as may be approved by the Faculty.

### Academic Rules

Please refer to Program Structure for the academic requirements relating to this program.

## 5457 Graduate Diploma in Business and Technology

### GradDip

#### Typical Duration

2-4 years part-time

#### Minimum UOC for Award

48 units of credit

#### Typical UOC per Session

6 units of credit

### Program Description

Candidates must complete a minimum program totaling 48 units of credit (normally 8 courses at 6 units of credit each) taken from MBT courses or such other courses as may be approved by the Faculty. Those successfully completing all 48 units of credit may elect to graduate with the Graduate Diploma in Business and Technology or if they wish, to proceed to the Masters.

#### Contact: MBT Program

Telephone: +61 2 9385 6660

Email: mbt@unsw.edu.au

### Program Objectives and Learning Outcomes

This program articulates into 8616 MBT, please see this program for more details.

### Program Structure

Candidates must complete a minimum program totaling 48 units of credit (normally 8 courses at 6 units of credit each) taken from MBT courses or such other courses as may be approved by the Faculty.

### Academic Rules

For an award of Graduate Diploma in Business, candidates must successfully complete 48 units of credit. If they wish, candidates may then proceed to the Masters degree.

## 7333 Graduate Certificate in Business and Technology

### GradCert

#### Typical Duration

1-2 years part-time

#### Minimum UOC for Award

24 units of credit

#### Typical UOC per Session

6 units of credit

### Program Description

Graduate Certificate in Business and Technology (GradCert) is available to candidates who do not have tertiary qualifications, but do have at least four years of relevant experience. Candidates can use the Graduate Certificate as an entry point to the Master of Business and Technology (articulation rules apply).

#### Contact: MBT Program

Telephone: +61 2 9385 6660

Email: mbt@unsw.edu.au

### Program Objectives and Learning Outcomes

This program articulates into 8616 MBT, please see this program for more details.

### Program Structure

Candidates must successfully complete four courses totalling 24 units of credit. Courses are chosen from those offered in the MBT. Achievement of a credit average will then entitle participants to upgrade to the Graduate Diploma in Business and Technology.

Alternatively, candidates may choose to exit the program at this point and graduate with the GradCert.

### Academic Rules

Please refer to Program Structure for the academic requirements relating to this program.

## 8007 Master in Technology Management

### MTM

#### Typical Duration

1 year

#### Minimum UOC for Award

48 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Technology Management program integrates strategy and technology, enabling graduates to apply continuous innovation in their organisations. It is a cross-faculty program designed for science and engineering graduates. Students complement their technology skills with managerial skills by taking additional coursework in their field of expertise and combining it with management studies.

Effective management of technology and innovation is the key to success in modern organisations. In this environment, management careers rely on a comprehensive understanding of technology as it relates to business strategies and operations at all levels of responsibility. The MTM program is taught on-campus. The program duration is 1 year full-time, 2 years part-time.

**Entry to this program requires a first degree in an engineering, science or technology field.**

### Program Structure

The Master of Technology Management comprises 48 UOC. Students are required to complete 2 core courses plus 36 UOC of electives chosen from the participating faculties.

#### Core Courses

MGMT5800 Technology, Management, & Innovation (6UOC)  
(To be taken in the first session of study)

MGMT5801 Strategic Management of Technology & Innovation (6UOC)  
(To be taken in the second session of study)

### Elective Courses

A maximum of 24 UOC credit (excluding the core courses) may be chosen from each faculty, and a maximum of 36 UOC in total. The participating faculties are:

Engineering  
Science  
Commerce and Economics

### Academic Rules

Please refer to Program Structure for the Academic Requirements relating to this program.

## 8406 Master of Finance

### MFin

#### Typical Duration

1 year

#### Minimum UOC for Award

48 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

Developed in close consultation with the finance sector, the Master of Finance is a high quality and academically innovative program combining theory and practice. The aim is to provide practitioners with the latest knowledge and skills to fast-track their careers.

The Master of Finance offers a challenging learning environment for students wanting to study advanced finance. It exposes participants to the latest thinking and current research. Learning activities, both in and out of the classroom, are aimed at ensuring participants are familiar with and can undertake critical analysis of the latest theories, techniques and practices in their chosen subject area. In addition, assessment events will ensure that participants can relate theory and research to practical situations.

There are four specialist streams:

Corporate Finance  
Funds Management  
International Finance  
Investment Banking

It is also possible to be awarded a Master of Finance without a specialisation.

**Note:** Entry to this program requires an academic background in Finance.

### Program Structure

The Master of Finance consists of 8 courses (4 core courses and 4 elective courses).

All Master of Finance students must complete the following four core courses.

#### Core Courses

MFIN6201	Empirical Techniques and Applications in Finance	(6UOC)
MFIN6205	Financial Risk Management for Financial Institutions	(6UOC)
MFIN6210	Empirical Studies in Finance	(6UOC)
MFIN6214	Financial Theory and Policy	(6UOC)

#### Elective Courses for Master of Finance without a specialisation:

Choose four courses from the following list:

FINS5516	International Corporate Finance	(6UOC)
FINS5517	Applied Portfolio Management and Modelling	(6UOC)
FINS5522	Emerging Financial Markets	(6UOC)
FINS5523	Alternative Asset Classes	(6UOC)
FINS5530	Financial Institutions Management	(6UOC)
FINS5531	Risk and Insurance	(6UOC)
FINS5533	Real Estate Finance and Investment	(6UOC)
FINS5534	Strategic Management of Credit Risk and Loan Policy	(6UOC)
FINS5535	Derivatives and Risk Management Techniques	(6UOC)
FINS5536	Fixed Income Securities and Derivatives	(6UOC)

FINS5541	Advanced Investment and Funds Management	(6UOC)
FINS5542	Applied Funds Management	(6UOC)
FINS5550	International Banking Management	(6UOC)
FINS5551	International Insurance Management	(6UOC)
FINS5566	Electronic Financial Training	(6UOC)
MFIN6211	Structured Finance Law	(6UOC)
MFIN6212	Taxation of Financial Arrangements	(6UOC)
MFIN6213	Research topic	(6UOC)

or other courses as may be approved by the Head of School, Banking and Finance

#### Elective Courses for Master of Finance (Corporate Finance):

Choose four courses from the following list:

FINS5516	International Corporate Finance	(6UOC)
FINS5523	Alternative Asset Classes	(6UOC)
FINS5531	Risk and Insurance	(6UOC)
FINS5533	Real Estate Finance and Investment	(6UOC)
FINS5535	Derivatives and Risk Management Techniques	(6UOC)
MFIN6211	Structured Finance Law	(6UOC)
MFIN6212	Taxation of Financial Arrangements	(6UOC)
MFIN6213	Research topic	(6UOC)

or other courses as may be approved by the Head of School, Banking and Finance

#### Elective Courses for Master of Finance (Funds Management):

Choose four courses from the following list:

FINS5517	Applied Portfolio Management and Modelling	(6UOC)
FINS5523	Alternative Asset Classes	(6UOC)
FINS5530	Financial Institutions Management	(6UOC)
FINS5533	Real Estate Finance and Investment	(6UOC)
FINS5534	Strategic Management of Credit Risk and Loan Policy	(6UOC)
FINS5535	Derivatives and Risk Management Techniques	(6UOC)
FINS5536	Fixed Income Securities and Derivatives	(6UOC)
FINS5541	Advanced Investment and Funds Management	(6UOC)
FINS5542	Applied Funds Management	(6UOC)
MFIN6213	Research topic	(6UOC)

or other courses as may be approved by the Head of School, Banking and Finance

#### Elective Courses for Master of Finance (International Finance):

Choose four courses from the following list:

FINS5516	International Corporate Finance	(6UOC)
FINS5522	Emerging Financial Markets	(6UOC)
FINS5523	Alternative Asset Classes	(6UOC)
FINS5535	Derivatives and Risk Management Techniques	(6UOC)
FINS5550	International Banking Management	(6UOC)
FINS5551	International Insurance Management	(6UOC)
MFIN6213	Research topic	(6UOC)

or other courses as may be approved by the Head of School, Banking and Finance

#### Elective Courses for Master of Finance (Investment Banking):

Choose four courses from the following list:

FINS5523	Alternative Asset Classes	(6UOC)
FINS5530	Financial Institutions Management	(6UOC)
FINS5531	Risk and Insurance	(6UOC)
FINS5533	Real Estate Finance and Investment	(6UOC)
FINS5534	Strategic Management of Credit Risk and Loan Policy	(6UOC)
FINS5535	Derivatives and Risk Management Techniques	(6UOC)
FINS5536	Fixed Income Securities and Derivatives	(6UOC)
FINS5566	Electronic Financial Training	(6UOC)
MFIN6211	Structured Finance Law	(6UOC)
MFIN6212	Taxation of Financial Arrangements	(6UOC)
MFIN6213	Research topic	(6UOC)

or other courses as may be approved by the Head of School, Banking and Finance

### Academic Rules

Please refer to Program Structure for the academic requirements relating to this program.

## 8407 Master of Information Systems

### MIS

#### Typical Duration

1 year

#### Minimum UOC for Award

48 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Information Systems program is designed for established information systems/information technology professionals, who aspire to management and leadership roles in industry. The program will enable aspiring industry leaders to think strategically in order to:

Maximise the strategic effectiveness of policies, process and IT infrastructure;

Drive best practice and innovation, and leading edge information systems;

Leverage the interface between management and IT;

Promote access to and understanding of strategic information within organisations.

The Master of Information Systems is taught on-campus. The typical duration of the program is 1 year full-time or 2 years part-time.

**Note:** Entry to this program requires an academic background in an information systems related field and relevant work experience.

### Program Objectives and Learning Outcomes

The Master of Information Systems aims to provide:

- up-to-date frameworks, knowledge and skills in the management of the information systems function in the context of the broader business environment.
- a deeper understanding of the implications of information systems and technology decisions from a broad business perspective.
- management capabilities for information systems and information technology professionals.

The program learning outcomes for the Master of Information Systems are:

- facilitate the strategic role of information systems in organisational development;
- facilitate the interdependencies across business functions and learn how information systems add value across the business;
- recommend solutions that align business and technical needs at both the tactical and strategic levels;
- critically evaluate and analyse the impact of change across the business environment, particularly that brought about by information technology;
- plan and manage information systems projects in the context of complex and changing business environments;
- organise, plan and manage human and financial resources to achieve strategic objectives of the information systems function;
- communicate effectively with both internal and external stakeholders on a broad range of business issues relating to the IS function.

### Program Structure

The Master of Information Systems consists of 8 courses (6 core courses and 2 elective courses).

#### Core Courses

INFS5731	Information Technology and Business Strategy	(6UOC)
INFS5732	Managing and Delivering Information Technology Services	(6UOC)
INFS5733	Information Technology Quality and Project Management	(6UOC)
INFS5740	Information Technology Management Project	(6UOC)
MGMT5980	Managing the Human Side of Technological Innovation	(6UOC)
MGMT5981	Interpersonal and Career Skills for the IT Manager	(6UOC)

#### Electives

Choose two from:

ACCT5979	Accounting & Business Analysis	(6UOC)
INFS5734	Security of Enterprise Information Technology Resources	(6UOC)
INFS5735	Managing Integrated Enterprise Systems	(6UOC)
LEGT5565	Contemporary Issues in IT Law	(6UOC)

#### Professional Accreditation

The Master of Information Systems will be accredited at the professional level by the Australian Computer Society.

Interested candidates without an appropriate background in information systems may wish to consider undertaking the Master of Commerce (specialisation in Information Systems) as an alternative program.

#### Academic Rules

Please refer to Program Structure for the Academic Requirements relating to this program.

## 8409 Master of Professional Accounting

### MProfAcc

#### Typical Duration

1.5 years

#### Minimum UOC for Award

72 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Professional Accounting is designed for graduates with no or limited exposure to the study of accounting. The Master of Professional Accounting program provides an introduction to business with a focus on accounting and enables students to obtain recognition by the two peak professional accounting bodies in Australia: CPA Australia and the Institute of Chartered Accounting in Australia. Firms often seek employees who have met professional requirements as it means a range of essential business skills have been acquired.

The MProfAcc program is taught on-campus. The typical duration of the program is 1.5 years full-time or 3 years part-time.

**Note:** As the degree is primarily aimed at graduates with non-accounting studies, students with an undergraduate major in accounting from an Australian university are not advised to enrol in this degree.

### Program Structure

The Master of Professional Accounting comprises 72 UOC (12 core courses and 1 elective course). Students undertaking the program should take care to take the courses in an appropriate sequence. For instance, ACCT5930 and LEGT5512 should be taken early in the program as they provide the foundation for other courses.

#### Core Courses

ACCT5908	Auditing and Assurance Services	(6UOC)
ACCT5930	Financial Accounting	(6UOC)
ACCT5931	Strategic Financial & Resource Management	(6UOC)
ACCT5942	Corporate Accounting & Regulation	(6UOC)
ACCT5996	Business Processes: Analysis & Improvement	(6UOC)
ECON5103	Business Economics	(6UOC)
ECON5257	Introductory Statistics & Data Analysis	(3UOC)
FINS5511	Corporate Finance	(6UOC)
INFS5978	Accounting Information Systems	(6UOC)
LEGT5512	Legal Foundations for Accountants	(3UOC)
LEGT5541	Corporations and Business Associations Law	(6UOC)
LEGT5551	Taxation Law	(6UOC)

#### Elective Courses

Choose one of the following courses:

ACCT5910	Business Analysis and Valuation	(6UOC)
ACCT5943	Advanced Financial Reporting	(6UOC)

### Professional Accreditation

The degree is accredited by CPA Australia and the Institute of Chartered Accountants in Australia (ICAA). Although the degree is accredited, CPA Australia and ICAA assess every applicant for membership against their standing membership requirements, which include a rule that each applicant must hold a degree that is considered comparable by the

National Office of Overseas Skills Recognition (NOOSR) to an Australian Bachelor's degree. If requested, CPA Australia and ICAA will provide an assessment of an overseas qualification.

### Academic Rules

Please refer to Program Structure for the Academic Requirements relating to this program.

## 8415 Master of Professional Accounting (Extension)

### MProfAcc (Extn)

#### Typical Duration

2 years

#### Minimum UOC for Award

96 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Professional Accounting (Extension) follows the structure of the Master of Professional Accounting but also provides students with the opportunity to complete a more comprehensive program beyond the core professional knowledge areas required for accreditation with ICAA and CPA Australia and study four additional elective courses related to resource management and specialised professional work.

### Program Structure

The Master of Professional Accounting comprises 96 UOC (12 core courses and 5 elective courses). Students undertaking the program should take care to take the courses in an appropriate sequence. For instance, ACCT5930 and LEGT5512 should be taken early in the program as they provide the foundation for other courses.

#### Core Courses

ACCT5908	Auditing and Assurance Services	(6UOC)
ACCT5930	Financial Accounting	(6UOC)
ACCT5931	Strategic Financial & Resource Management	(6UOC)
ACCT5942	Corporate Accounting & Regulation	(6UOC)
ACCT5996	Business Processes: Analysis & Improvement	(6UOC)
ECON5103	Business Economics	(6UOC)
ECON5257	Introductory Statistics & Data Analysis	(3UOC)
FINS5511	Corporate Finance	(6UOC)
INFS5978	Accounting Information Systems	(6UOC)
LEGT5512	Legal Foundations for Accountants	(3UOC)
LEGT5541	Corporations and Business Associations Law	(6UOC)
LEGT5551	Taxation Law	(6UOC)

#### Elective Courses

Choose one of the following:

ACCT5910	Business Analysis and Valuation	(6UOC)
ACCT5943	Advanced Financial Reporting	(6UOC)

Choose four of the following:

ACCT5907	Corporate Financial Analysis	(6UOC)
ACCT5910	Business Analysis and Valuation (if not selected above)	(6UOC)
ACCT5919	Business Risk Management	(6UOC)
ACCT5920	Managing Intangible Resources	(6UOC)
ACCT5921	Business Performance Management	(6UOC)
ACCT5943	Advanced Financial Reporting (if not selected above)	(6UOC)
ACCT5949	Managing Agile Organisations	(6UOC)
ACCT5955	Value-Based Management in a Global Economy	(6UOC)
FINS5526	Int'l Corporate Governance: Accounting & Finance Perspectives	(6UOC)
INFS5984	Information Systems Security	(6UOC)
LEGT5583	International Business Taxation	(6UOC)

or other courses as may be approved by the Faculty.

### Professional Accreditation

The degree is accredited by CPA Australia and the Institute of Chartered Accountants in Australia (ICAA). Although the degree is accredited, CPA Australia and ICAA assess every applicant for membership against their standing membership requirements, which include a rule that each applicant must hold a degree that is considered comparable by the

National Office of Overseas Skills Recognition (NOOSR) to an Australian Bachelor's degree. If requested, CPA Australia and ICAA will provide an assessment of an overseas qualification.

### Academic Rules

Please refer to Program Structure for the academic requirements relating to this program.

## 8411 Master of Actuarial Studies

### MActSt

#### Typical Duration

1.5 years

#### Minimum UOC for Award

72 units of credit

#### Typical UOC per Session

24 units of credit

### Program Description

The Master of Actuarial Studies allows graduates to obtain and develop the required competencies to enter an actuarial career and provides quantitative risk management training for entry into the financial services industry. The program covers the professional actuarial subjects and includes options in actuarial studies, quantitative risk management and other related disciplines.

The MActSt program is taught on-campus. The typical duration is 1.5 years full-time or 3 years part-time.

**Note:** Applicants without a strong mathematical background may be advised to complete the ActEd Australasia Foundation course, and demonstrate adequate mathematical performance on the self-assessed test.

### Program Structure

The Master of Actuarial Studies consists of 12 courses (4 core courses and 8 elective courses). Some courses are offered only in Session 1 or Session 2.

#### Core Courses

ACTL5101	Probability & Statistics for Actuaries	(6UOC)
ACTL5102	Financial Mathematics	(6UOC)
ACTL5107	Economics for Actuaries	(6UOC)
ACTL5108	Finance for Actuaries	(6UOC)

#### Elective Courses

ACTL5002	Super & Retire Benefits	(6UOC)
ACTL5004	Project Report	(12UOC)
ACTL5100	Actuarial Theory & Practice. A	(6UOC)
ACTL5103	Stochastic Model for Actuaries	(6UOC)
ACTL5104	Actuarial Statistics	(6UOC)
ACTL5105	Life Insurance & Superannuation	(6UOC)
ACTL5106	Insurance Risk Models	(6UOC)
ACTL5109	Financial Economics	(6UOC)
ACTL5200	Actuarial Theory & Practice B	(6UOC)
ACTL5301	Models for Risk Management	(6UOC)
ACTL5302	Risk and Capital Management	(6UOC)
ACTL5303	Asset Liability Management	(6UOC)
ACTL5304	Risk Management Strategies	(6UOC)

### Academic Rules

Please refer to Program Structure for academic requirements relating to this program.

### Professional Accreditation

The UNSW actuarial program is fully accredited by the Institute of Actuaries of Australia for both Part I and Part II subjects and recognised for exemptions by the Institute of Actuaries (London) for the Core Technical subjects.

## 8412 Master of Economics

### MEc

#### Typical Duration

1 year

**Minimum UOC for Award**

48 units of credit

**Typical UOC per Session**

24 units of credit

**Program Description**

The Master of Economics program provides advanced training in theoretical and applied aspects of modern economics and econometrics.

The program objectives are:

(i) To provide students with knowledge of the major ideas of modern economics and econometrics and to impart a comprehension of these ideas so that they may be properly evaluated and applied.

(ii) To provide students with the knowledge and technical ability to use economic and econometric models to undertake independent research and to communicate the results of their research.

(iii) To provide students with the capacity to comprehend and critically evaluate articles appearing in leading economics and econometrics journals so that they can learn new developments and apply them to their research.

(iv) To provide students with the necessary foundations in economics and econometrics to proceed to a PhD within Australia or abroad and to succeed in the best international programs.

A graduate of this program is prepared for a career as a professional economist with advanced technical skills or for further studies in economics or related fields in Australia and abroad.

**Note:** Entry to this program requires an academic background in economics.

**Program Structure**

The Master in Economics degree comprises 48 units of credit. Students are required to complete four core courses and four elective courses.

**Core Courses**

ECON6001	Microeconomic Analysis	(6UOC)
ECON6002	Macroeconomic Analysis	(6UOC)
ECON6003	Econometric Analysis	(6UOC)
ECON6004	Mathematical Economics	(6UOC)

**Elective Courses**

Choose four of the following courses:

ECON6101	Advanced Microeconomic Analysis	(6UOC)
ECON6102	Advanced Macroeconomic Analysis	(6UOC)
ECON6201	Advanced Econometric Theory	(6UOC)
ECON6202	Computational Statistics and Econometric Modelling	(6UOC)
ECON6203	Applied Econometrics	(6UOC)
ECON6301	Industrial Organisation	(6UOC)
ECON6302	International Trade	(6UOC)
ECON6303	Economics of Labour Markets	(6UOC)
ECON6304	Business Cycles and Growth	(6UOC)
ECON6305	Economics of Natural Resources	(6UOC)
ECON6306	Environmental Economics	(6UOC)
ECON6307	The Economics of Health and Medical Care	(6UOC)
ECON6350	Special Topics in Economics	(6UOC)

With the approval of the Head of the School of Economics, elective courses may also be selected from the following list:

ECON5106	Financial Economics	(6UOC)
ECON5114	Superannuation and Retirement Benefits	(6UOC)
ECON5206	Financial Econometrics	(6UOC)
ECON5248	Business Forecasting	(6UOC)

or other courses as may be approved by the Head of School, Economics

**Academic Rules**

Please refer to Program Structure for Academic Rules relating to this program.

**8414 Master of Marketing****MMktg****Typical Duration**

1 year

**Minimum UOC for Award**

48 units of credit

**Typical UOC per Session**

24 units of credit

**Program Description**

The Master of Marketing is an advanced program designed for marketing professionals who are looking to enhance their marketing knowledge and skills. In unique and innovative ways, it marries contemporary marketing issues with a critical, research-based approach to learning.

Specialisation in particular aspects of marketing is a highly distinctive feature of the program. These specialist streams draw directly and explicitly on the research strengths of the School, with streams in strategic consumer and brand marketing and marketing communication; marketing information and analysis. Participants are expected to select specialisations depending on their background and career objectives.

The MMktg is taught on-campus. The typical program duration is 1 year full-time or 2 years part-time.

**Note:** Entry to this program requires an academic background in a marketing related field, and relevant work experience.

**Program Structure**

The Master of Marketing comprises 48 UOC. A student must complete 4 (6 UOC) core courses and 8 (3 UOC) elective courses chosen from the 3 specialist streams.

**Core Courses**

MARK6000	Contemporary Perspectives in Marketing	(6UOC)
MARK6001	Business Skills for Marketers	(6UOC)
MARK6002	Creativity, Innovation and Change in Marketing	(6UOC)
MARK6003	Practicum in Marketing	(6UOC)

**Specialist Streams****Strategic Services and Business-to-Business Marketing**

MARK6004	Business-to-Business Marketing	(3UOC)
MARK6005	Advanced Services Marketing and Management	(3UOC)
MARK6006	Customer Relationship Management	(3UOC)
MARK6007	Managing Marketing Relationships, Alliances and Networks	(3UOC)
MARK6010	Global Marketing Strategy	(3UOC)

**Consumer and Brand Marketing and Marketing Communication**

MARK6011	Marketing in Asia	(3UOC)
MARK6013	Advances in Consumer Analysis	(3UOC)
MARK6020	Product and Brand Management	(3UOC)
MARK6021	Integrated Marketing Communication	(3UOC)
MARK6022	Advertising and Sales Promotion Implementation	(3UOC)

**Marketing Information and Analysis**

MARK6009	International Marketing Research	(3UOC)
MARK6016	Marketing Databases, Information, and Knowledge	(3UOC)
MARK6017	Analytical Methods for Segmentation, Targeting and Customer Analysis	(3UOC)

or other elective courses as may be approved by the Head of School, Marketing

**Academic Rules**

Please refer to Program Structure for Academic Rules relating to this program.

**7355 Graduate Certificate of Commerce in Media Sales (Customised)****GradCertCom****Typical Duration**

1 year

**Minimum UOC for Award**

24 units of credit

**Typical UOC per Session**

24 units of credit

**Program Description**

The Faculty offers a Graduate Certificate of Commerce in Media Sales through the School of Marketing. The program consists of courses and a cadetship.

## Program Structure

### Courses

MARK5991	Media Sales Environment	(6 UOC)
MARK5992	Media Audience Research	(6 UOC)
MARK5993	Media Planning	(6 UOC)
MARK5994	Media Customer Relationships	(6 UOC)

### Cadetship

The courses are taught over a six-week period. Upon successful completion of the courses, students undertake a 12 month employment cadetship.

Both the courses and cadetship must be completed satisfactorily for the Graduate Certificate to be awarded.

### Academic Rules

Please refer to Program Structure for the Academic Requirements relating to this program.

## Plan Rules and Information

### MCom by coursework

The Master of Commerce (MCom) offers a number of specialisations (plans).

**Note:** Each disciplinary stream includes two disciplinary core courses. In addition to the common core, students may receive transfer credit for the disciplinary core of their specialisation on the basis of studies undertaken prior to commencing the Master of Commerce. The disciplinary core courses are noted by an asterisk (\*).

### Accounting

#### Plan ACCTAS8404

##### Required

ACCT5930*	Financial Accounting
ACCT5996*	Business Processes: Analysis and Improvement

##### Disciplinary Electives

ACCT5908	Auditing and Assurance Services
ACCT5910	Financial Statement Analysis
ACCT5917	Strategic Management Systems and Processes
ACCT5919	Business Risk Management
ACCT5920	Managing Intangible Resources
ACCT5921	Business Performance Management
ACCT5922	E-Business Strategy and Processes
ACCT5931	Strategic Financial and Resource Management
ACCT5942	Corporate Accounting and Regulation
ACCT5943	Advanced Financial Reporting
ACCT5949	Managing Agile Organisations
ACCT5955	Value-Based Management in a Global Economy
INF5905	Information Systems Auditing

\* Disciplinary core

### Banking

#### Plan FINSDS8404

##### Required

FINS5512*	Financial Markets and Institutions
FINS5513*	Investments and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5530	Financial Institution Management

##### Disciplinary Electives

FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5550	International Banking Management
ACCT5910	Financial Statement Analysis

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to banking may wish to select from the following:

FINS5515	Issues in Corporate Finance
FINS5517	Applied Portfolio Management and Modelling
FINS5522	Emerging Financial Markets
FINS5523	Entrepreneurial Finance
FINS5526	International Corporate Governance: Accounting and Finance Perspectives
FINS5531	Risk and Insurance

FINS5533	Real Estate Finance and Investment
FINS5535	Derivatives and Risk Management Techniques
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5541	Advanced Investment and Funds Management
FINS5542	Applied Funds Management

\* Disciplinary core

### Business Law

#### Plan LEGTAS8404

##### Required

LEGT5511*	Legal Foundations of Business
<i>and either</i>	
LEGT5541*	Corporations and Business Associations Law
<i>or</i>	
LEGT5551*	Taxation Law

##### Disciplinary Electives

LEGT5411	Legal Strategies for Knowledge Protection
LEGT5421	E-Business and the Law
LEGT5522	Special Topic in Business Law
LEGT5523	Special Topic in Taxation
LEGT5531	Competition and Consumer Law
LEGT5541	Corporations and Business Associations Law (unless taken as disciplinary core)
LEGT5542	Law of Corporate Governance
LEGT5551	Taxation Law (unless taken as disciplinary core)
LEGT5561	Legal Aspects of Finance
LEGT5562	Business Law in a Global Economy
LEGT5571	Franchising
LEGT5575	Corporate Fraud and Crime
LEGT5581	Taxation Policy, Principles and Planning
LEGT5582	Taxation of Business Entities
LEGT5583	International Business Taxation
LEGT5586	Corporate Tax, Law and Strategy
LEGT5589	Capital Gains Tax

\* Disciplinary core

### Business Strategy

#### Plan COMMDS8404

##### Required

ECON5110*	Managerial Economics
MGMT5601*	Global Business and the Multinational Enterprise
ECON5111	Economics of Strategy
ECON5112	Organisational Economics
MGMT5603	Global Business Strategy and Management
MGMT5609	Geopolitical Risk Management

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to business strategy may wish to select from the following:

ACCT5917	Strategic Management
ACCT5919	Business Risk Management
ACCT5931	Strategic Financial and Resource Management
ACCT5996	Business Processes: Analysis and Improvement
ECON5203	Statistics for Business
ECON5248	Business Forecasting
MGMT5602	Cross Cultural Management
MGMT5604	Asia Pacific Business and Management
MGMT5606	Chinese Business and Management
MGMT5607	International Entrepreneurship and New Venture Management
MGMT5608	Corporate Strategy in East Asia
MGMT5801	Strategic Management of Technology and Innovation
MGMT5904	Organisational Transformation at the Speed of E
MGMT5908	Strategic Human Resource Management
MGMT5910	Towards Corporate Sustainability: Effective Human Resources and Organisations
LEGT5411	Legal Strategies and Knowledge Protection
LEGT5542	Law of Corporate Governance
LEGT5583	International Business Taxation
LEGT5586	Corporate Law, Tax and Strategy
MARK5801	Marketing Management and Marketing Strategy

\* Disciplinary core

## Finance

### Plan FINSAS8404

#### Required

FINS5512*	Financial Markets and Institutions
FINS5513*	Investments and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5516	International Corporate Finance
FINS5530	Financial Institution Management
FINS5535	Derivatives and Risk Management Techniques

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to finance may wish to select from the following:

FINS5515	Issues in Corporate Finance
FINS5517	Applied Portfolio Management and Modelling
FINS5522	Emerging Financial Markets
FINS5523	Entrepreneurial Finance
FINS5526	International Corporate Governance: Accounting Finance Perspectives
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5541	Advanced Investments and Funds Management
FINS5542	Applied Funds Management
FINS5550	International Banking Management
FINS5551	International Insurance Management

\* *Disciplinary core*

## Financial Econometrics

### Plan COMMCS8404

#### Required

ECON5203*	Statistics for Business
FINS5513*	Investments and Portfolio Selection

#### Disciplinary Electives – List A

ECON5248	Business Forecasting
ECON5206	Financial Econometrics
ECON5106	Financial Economics
ECON5110	Managerial Economics

#### Disciplinary Electives – List B

FINS5514	Capital Budgeting and Financial Decisions
FINS5517	Applied Portfolio Management and Modelling
FINS5535	Derivatives and Risk Management Techniques
FINS5536	Fixed Income Securities and Interest Rate Derivatives

\* *Disciplinary core*

To obtain a specialisation in Financial Econometrics, at least two electives must be taken from List A and two electives from List B.

## Funds Management

### Plan FINSES8404

#### Required

FINS5512*	Financial Markets and Institutions
FINS5513*	Investments and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5517	Applied Portfolio Management and Modelling

#### Disciplinary Electives

FINS5535	Derivatives and Risk Management Techniques
FINS5541	Advanced Investment and Funds Management
FINS5542	Applied Funds Management

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to funds management may wish to select from the following:

FINS5515	Issues in Corporate Finance
FINS5516	International Corporate Finance
FINS5522	Emerging Capital Markets
FINS5523	Entrepreneurial Finance
FINS5526	International Corporate Governance: Accounting Finance Perspectives
FINS5530	Financial Institution Management
FINS5531	Risk and Insurance

FINS5533	Real Estate Finance and Investment
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5550	International Banking Management
FINS5551	International Insurance Management

\* *Disciplinary core*

## Human Resource Management

### Plan MGMTCS8404

#### Required

MGMT5700*	Management, Work and Organisation
MGMT5908*	Strategic Human Resource Management Disciplinary Electives
MGMT5701	Employment and Industrial Relations
MGMT5702	International Employment Relations
MGMT5705	Management of Training
MGMT5711	Employment and Industrial Law
MGMT5712	Negotiation Skills
MGMT5800	Management, Technology & Innovation
MGMT5801	Strategic Management of Technology & Innovation
MGMT5904	Organisational Transformation at the Speed of E
MGMT5909	Management Consulting & Organisational Transformation
MGMT5910	Towards Corporate Sustainability: Effective Human Resources and Organisations
MGMT5912	International Business Negotiations
MGMT5920	Managing Equity, Diversity and Disability
MGMT5946	Managing Occupational Health and Safety
MGMT5947	Remuneration and Performance Management
MGMT5948	Human Resources Recruitment, Selection and Development
MGMT5949	International Human Resource Management
MGMT5960	Strategic People Management
MGMT5602	Cross-Cultural Management

\* *Disciplinary core*

## Information Systems

### Plan INFAS8404

#### Required

INF5988*	Business Information Systems
INF5992*	Data Management Disciplinary Electives
INF5848	Information Systems Project Management
INF5885	Managing e-Business Technology
INF5905	Information Systems Auditing
INF5926	Advanced Data Management
INF5927	Knowledge Management Systems and Technology
INF5928	Software Engineering Management
INF5953	Information Systems Management
INF5957	Information and Decision Technology
INF5974	Advanced Database Implementation
INF5975	Advanced Software Implementation
INF5982	Advanced Data Communications
INF5983	Business Data Communications
INF5984	Information Systems Security
INF5989	Information Systems Design
INF5991	Decision Support Systems
INF5993	Special Topic in Information Systems, Technology and Management

\* *Disciplinary core*

## International Business

### Plan MGMTAS8404

#### Required

MGMT5601*	Global Business and Multinational Enterprise
MGMT5604*	Asia-Pacific Business and Management
MGMT5602	Cross-Cultural Management
MGMT5603	Global Business Strategy and Management
MGMT5608	Corporate Strategy in East Asia
MGMT5609	Geopolitical Risk Management

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to international business may wish to select from the following:

MGMT5606	Chinese Business and Management
MGMT5607	International Entrepreneurship and New Venture Management

ACCT5955	Value Based Management in a Global Economy
ECON5156	International Trade
FINS5516	International Corporate Finance
FINS5522	Emerging Financial Markets
MGMT5912	International Business Negotiations
MGMT5949	International Human Resource Management
LEGT5562	Business Law in a Global Economy
LEGT5583	International Business Taxation
MARK5940	International Marketing
MARK5945	Marketing in Asia
JAPN5100	Business Japanese A**
JAPN5102	Professional Japanese A**
MGMT5691	Special Topic in International Business
MGMT5699	Project Report in International Business (12 UOC)

\* *Disciplinary core*

\*\* *Other language courses may be taken with approval of PG Coursework Coordinator*

## International Finance

### Plan FINSFS8404

#### Required

FINS5512*	Financial Markets and Institutions
FINS5513*	Investments and Portfolio Selection
FINS5514	Capital Budgeting and Financial Decisions
FINS5516	International Corporate Finance Disciplinary Electives
FINS5522	Emerging Financial Markets
FINS5550	International Banking Management
FINS5551	International Insurance Management

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to international finance may wish to select from the following:

FINS5515	Issues in Corporate Finance
FINS5517	Applied Portfolio Management and Modelling
FINS5523	Entrepreneurial Finance
FINS5526	International Corporate Governance: Accounting & Finance Perspectives
FINS5530	Financial Institution Management
FINS5531	Risk and Insurance
FINS5533	Real Estate Finance and Investment
FINS5534	Strategic Management of Credit Risk and Loan Policy
FINS5535	Derivatives and Risk Management Techniques
FINS5536	Fixed Income Securities and Interest Rate Derivatives
FINS5541	Advanced Investment and Funds Management
FINS5542	Applied Funds Management

\* *Disciplinary core*

## Marketing

### Plan MARKAS8404

#### Required

MARK5800*	Customer and Market Analysis
MARK5801*	Marketing Management and Marketing Strategy Disciplinary Electives
MARK5810	Marketing Communication and Promotion
MARK5811	Applied Marketing Research
MARK5812	Distribution, Retail Channels, and Logistics
MARK5813	Product Development and Brand Management
MARK5814	E-Marketing
MARK5815	International Marketing in Asia
MARK5816	Services Marketing
MARK5817	Contemporary Issues in Marketing

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream, including further marketing courses, (subject to satisfying prerequisites). However, students wishing to study electives related to tourism marketing may wish to select from the following:

TAHM5010	Global Perspectives in Tourism
TAHM5011	Strategic Tourism Marketing
TAHM5012	Creating and Managing Alliances in Global Tourism
TAHM5013	Destination Marketing and Management

\* *Disciplinary core*

## Organisation and Management Studies

### Plan MGMTHS8404

#### Required

MGMT5700*	Management, Work and Organisation
MGMT5901*	Organisational Behaviour

#### Disciplinary Electives

MGMT5712	Negotiation Skills
MGMT5800	Management, Technology and Innovation
MGMT5801	Strategic Management of Technology & Innovation
MGMT5904	Organisational Transformation at the Speed of E
MGMT5908	Strategic Human Resource Management
MGMT5909	Management Consulting and Organisational Transformation
MGMT5910	Towards Corporate Sustainability: Effective Human Resources and Organisations
MGMT5912	International Business Negotiations
MGMT5920	Managing Equity, Diversity and Disability
MGMT5946	Managing Occupational Health and Safety
MGMT5960	Strategic People Management
ACCT5917	Strategic Management: Systems and Processes
ACCT5919	Business Risk Management
ACCT5920	Managing Intangible Resources
ACCT5949	Managing Agile Organisations
MGMT5602	Cross-Cultural Management
MGMT5603	Global Business Strategy and Management
MGMT5609	Geopolitical Risk Management

\* *Disciplinary core*

## Strategic Value Management

### Plan ACCTHS8404

#### Required

ACCT5996*	Business Processes: Analysis and Improvement
ACCT5931*	Strategic Financial and Resource Management

#### Disciplinary Electives

ACCT5917	Strategic Management: Systems and Processes
ACCT5919	Business Risk Management
ACCT5920	Managing Intangible Resources
ACCT5921	Business Performance Management
ACCT5922	E-Business Strategy and Processes
ACCT5949	Managing Agile Organisations
ACCT5955	Value-Based Management In a Global Economy
MGMT5609	Geopolitical Risk Management
MGMT5904	Organisational Transformation at the Speed of E

\* *Disciplinary core*

## Tourism Marketing

### Plan TAHMCS8404

#### Required

MARK5800*	Customer and Market Analysis
MARK5801*	Marketing Management and Marketing Strategy
TAHM5010	Global Perspectives in Tourism
TAHM5011	Strategic Tourism Marketing
TAHM5012	Creating and Managing Alliances in Global Tourism
TAHM5013	Destination Marketing and Management

In addition to the four common core and six disciplinary courses, students have two MCom electives to complete. These electives may be taken from courses in any disciplinary stream (subject to satisfying prerequisites). However, students wishing to study electives related to marketing may wish to select from the following:

MARK5810	Marketing Communication and Promotion
MARK5811	Applied Marketing Research
MARK5812	Distribution, Retail Channels, and Logistics
MARK5813	Product Development and Brand Management
MARK5814	E-Marketing
MARK5815	International Marketing in Asia
MARK5816	Services Marketing
MARK5817	Contemporary Issues in Marketing

\* *Disciplinary core*