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
The Faculty of Commerce and Economics Website
Please refer to the Faculty website for further information:
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

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 exercises for which the program is designed. 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 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 courses 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 Australians 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, 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 requires the corporation to use corporate and financial
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
investment 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 Casley, 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 technology 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 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 Wither

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 academically rigorous 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

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
   LUMM5004 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

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 Further information is available from the Professional Associations section in the Marketing website: 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, website 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

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:

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<th>UNSW Courses</th>
<th>Professional Subjects</th>
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<tr>
<td>ACTL5101</td>
<td>Probability and Statistics for Actuaries CT3</td>
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<tr>
<td>ACTL5102</td>
<td>Financial Mathematics for Actuaries CT1</td>
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<tr>
<td>ALI1.5103</td>
<td>Stochastic Modelling for Actuaries C14 &amp; C16</td>
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<tr>
<td>ACTL5104</td>
<td>Actuarial Statistics CT4</td>
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<tr>
<td>ACTL5105</td>
<td>Life Insurance and Superannuation Models C13</td>
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<td>ACTL5106</td>
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<td>ACTL5109</td>
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<tr>
<td>ACTL5100</td>
<td>Actuarial Theory and Practice A Part II</td>
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<tr>
<td>ALI1.5200</td>
<td>Actuarial Theory and Practice B Part II</td>
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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 2: Commercial Actuarial Practice) are compulsory. In Modules 2 and 3 students select subjects in one of the following areas 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

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

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

Please contact the Faculty of Commerce and Economics Research Office via email 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 1.3 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 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.

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Please contact the Faculty of Commerce and Economics Research Office via email graduateresearch.fce@unsw.edu.au for further information.
(1) All students shall study the following core courses:

**Accounting** (plan ACCT5952)
- Current Developments in Accounting Research

**Management** (plan ACCT6001)
- Managerial

**Research Methodology** (plan ACTL15997)
- 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 AC1LBR2585)
(1) All students shall study the following core courses:

**Research Topics in Actuarial Studies** (plan AC1L5003)
- Research Topics in Actuarial Studies

**Actuarial Theory and Practice A** (plan ACTL5100)
- Actuarial Theory and Practice A

**Actuarial Theory and Practice B** (plan 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 FINS5C2585)
(1) All students shall study the following core courses:

**Research Methods in Finance 1** (plan FINS5573)
- Research Methods in Finance 1

**Advanced Topics in Asset Pricing** (plan FINS5576)
- Advanced Topics in Asset Pricing

**Research Methods in Finance 2** (plan FINS5579)
- Research Methods in Finance 2

and one of the following courses:

**Foundations of Financial Decision Making** (plan FINS5574)

**Advanced Topics in Corporate Finance** (plan FINS5577)

**Recent Developments in Banking Research** (plan FINS5578)

**Special Topics in Finance** (plan FINS5591)

(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:

**Research Seminar in Commercial Law** (plan LEGT5998)
- Research Seminar in Commercial Law

**Special Topic in Business Law** (plan LEGT5522)
- Special Topic in Business Law

**Special Topic in Taxation** (plan 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 MGMT5A2585)
(1) All students shall study the following core courses:

**Advanced Theory in Organisation and Management** (plan MGMT5982)
- Advanced Theory in Organisation and Management

**Advanced Methods in Organisation and Management** (plan MGMT5983)
- Advanced Methods in Organisation and Management

**Special Topic in Industrial Relations** (plan MGMT5731)
- Special Topic in Industrial Relations

**Managing Occupational Health and Safety** (plan 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:

**Advanced Theory in Organisation and Management** (plan MGMT5982)
- Advanced Theory in Organisation and Management

**Advanced Methods in Organisation and Management** (plan MGMT5983)
- Advanced Methods in Organisation and Management

**Managing Equity, Diversity and Disability** (plan 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:

**Research Topics in Information Systems 1** (plan INFS5986)
- Research Topics in Information Systems 1

**Research Topics in Information Systems 2** (plan 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 MGMTBTR2585)
(1) All students shall study the following core courses:

**Advanced Theory in Organisation and Management** (plan MGMT5982)
- Advanced Theory in Organisation and Management

**Advanced Methods in Organisation and Management** (plan MGMT5983)
- Advanced Methods in Organisation and Management

**Special Topic in International Business** (plan MGMT5961)
- Special Topic in International Business

**Global Business Strategy and Management** (plan MGMT1603)
- 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:

**Business Research Methods in Marketing** (plan MARK8995)
- Business Research Methods in Marketing

**Research Seminar in Marketing** (plan MARK8996)
- Research Seminar in Marketing

**Advanced Quantitative Methods in Marketing** (plan MARK8997)
- Advanced Quantitative Methods in Marketing

**Contemporary Research Methods in Marketing** (plan MARK8998)
- Contemporary Research Methods in Marketing

(2) In addition to completing the courses listed in 1, students shall enrol in MARK9994 and submit a thesis on an approved topic. Normally the thesis should not exceed 40,000 words.

**Organisational Behaviour** (plan MGMTETR2585)
(1) All students shall study the following core courses:

**Advanced Theory in Organisation and Management** (plan MGMT5982)
- Advanced Theory in Organisation and Management

**Advanced Methods in Organisation and Management** (plan MGMT5983)
- Advanced Methods in Organisation and Management

**Special Topic in Organisational Behaviour** (plan MGMT5931)
- Special Topic in Organisational Behaviour

**Organisational Transformation at the Speed of E** (plan MGMT3904)
- 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**

**MCom**
- Typical Duration: 1.5 years
- Minimum UOC for Award: 72 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 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 (6 UOC)
- COMM5002 Managing for Value Creation 1 (6 UOC)
- COMM5003 Managing for Value Creation 2 (6 UOC)

To be taken at the end of the program:

- COMM5004 Business Capstone Project (6 UOC)

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 (6 UOC)
- COMM5002 Managing for Value Creation 1 (6 UOC)
- COMM5003 Managing for Value Creation 2 (6 UOC)
- ACCT5930 Financial Accounting (6 UOC)

Second Session

- ACCT5996 Business Processes: Analysis & Improvement (6 UOC)
- 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)

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)
GBAT9108 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 (6 UOC)
GBAT9121 Managing Agile Organisations (6 UOC)
GBAT9122 Business Economics (6 UOC)
GBAT9123 Fundamentals of Corporate Finance (6 UOC)
GBAT9124 Business Law and Technology (6 UOC)
GBAT9125 Fundamentals of People Management (6 UOC)
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. These 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
MG1155801 Technology, Management, & Innovation (6 UOC)
MG1155801 Strategic Management of Technology & Innovation (6 UOC)

(To be taken in the first session of study)

(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)

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)
FINS5530 Financial Institutions Management (6UOC)
FINS5533 Real Estate Finance and Investment (6UOC)
FINS5534 Strategic Management of Credit Risk and Loan Policy (6UOC)
FINS5536 Fixed Income Securities and Derivatives (6UOC)
FINS5541 Advanced Investment and Funds Management (6UOC)
FINS5542 Applied Funds Management (6UOC)
FINS5543 Derivatives and Risk Management Techniques (6UOC)
FINS5544 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:

FINS5516 International Corporate Finance (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)
FINS5536 Fixed Income Securities and Derivatives (6UOC)
FINS5541 Advanced Investment and Funds Management (6UOC)
FINS5542 Applied Funds Management (6UOC)
FINS5543 Derivatives and Risk Management Techniques (6UOC)
FINS5544 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)
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)
FINS5541 Advanced Investment and Funds Management (6UOC)
FINS5542 Applied Funds Management (6UOC)
FINS5543 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 Trading (6UOC)
FINS5567 Structured Finance Law (6UOC)
FINS5568 Taxation of Financial Arrangements (6UOC)
FINS5569 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**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>UOC</th>
</tr>
</thead>
<tbody>
<tr>
<td>INFS5731</td>
<td>Information Technology and Business Strategy</td>
<td>6</td>
</tr>
<tr>
<td>INFS5732</td>
<td>Managing and Delivering Information Technology Services</td>
<td>6</td>
</tr>
<tr>
<td>INFS5733</td>
<td>Information Technology Quality and Project Management</td>
<td>6</td>
</tr>
<tr>
<td>INFS5740</td>
<td>Information Technology Management Project</td>
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<tr>
<td>MGMT5981</td>
<td>Interpersonal and Career Skills for the IT Manager</td>
<td>6</td>
</tr>
</tbody>
</table>

**Electives**

Choose two from:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>UOC</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT5979</td>
<td>Accounting &amp; Business Analysis</td>
<td>6</td>
</tr>
<tr>
<td>INFS5734</td>
<td>Security of Enterprise Information Technology Resources</td>
<td>6</td>
</tr>
<tr>
<td>INFS5735</td>
<td>Managing Integrated Enterprise Systems</td>
<td>6</td>
</tr>
<tr>
<td>LEGT5565</td>
<td>Contemporary Issues in IT Law</td>
<td>6</td>
</tr>
</tbody>
</table>

**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.

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**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**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>UOC</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT5908</td>
<td>Auditing and Assurance Services</td>
<td>6</td>
</tr>
<tr>
<td>ACCT5930</td>
<td>Financial Accounting</td>
<td>6</td>
</tr>
<tr>
<td>ACCT5931</td>
<td>Strategic Financial &amp; Resource Management</td>
<td>6</td>
</tr>
<tr>
<td>ACCT5942</td>
<td>Corporate Accounting &amp; Regulation</td>
<td>6</td>
</tr>
<tr>
<td>ACCT5996</td>
<td>Business Processes: Analysis &amp; Improvement</td>
<td>6</td>
</tr>
<tr>
<td>ECON5103</td>
<td>Business Economics</td>
<td>6</td>
</tr>
<tr>
<td>ECON5257</td>
<td>Introductory Statistics &amp; Data Analysis</td>
<td>3</td>
</tr>
<tr>
<td>FIN5511</td>
<td>Corporate Finance</td>
<td>6</td>
</tr>
<tr>
<td>INFS5978</td>
<td>Accounting Information Systems</td>
<td>6</td>
</tr>
<tr>
<td>LEGT5512</td>
<td>Legal Foundations for Accountants</td>
<td>3</td>
</tr>
<tr>
<td>LEGT5541</td>
<td>Corporations and Business Associations Law</td>
<td>6</td>
</tr>
<tr>
<td>LEGT5551</td>
<td>Taxation Law</td>
<td>6</td>
</tr>
</tbody>
</table>

**Elective Courses**

Choose one of the following courses:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>UOC</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT5910</td>
<td>Business Analysis and Valuation</td>
<td>6</td>
</tr>
<tr>
<td>ACCT5943</td>
<td>Advanced Financial Reporting</td>
<td>6</td>
</tr>
</tbody>
</table>

**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
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 8 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)
HNS5526 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.

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.

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
ACTL5100 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)

8412 Master of Economics

MEc
Typical Duration
1 year

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.
Entry to this program requires an academic background in

- Practicum in Marketing
- Econometric Analysis
- Environmental Economics
- International Marketing Research
  (6 UOC)
- Advertising and Sales Promotion
- The Economics of Health and Medical Care
- Creativity, Innovation and Change in Marketing
  (3 UOC)
- Advanced Microeconomic Analysis
- Economics of Natural Resources
  (3 UOC)
- Business Cycles and Growth
  (6 UOC)
- Managing Marketing Relationships,
  (6 UOC)
- Applied Econometrics
- Macroeconomic Analysis
  (3 UOC)
- Industrial Organisation
- Advanced Services Marketing and Management
  (6 UOC)
- Business Forecasting
- Marketing in Asia
  (6 UOC)
- Advances in Consumer Analysis
- Financial Economics
  (3 UOC)
- International Trade
- Financial Econometrics
  (6 UOC)
- Business-to-Business Marketing
- Integrated Marketing Communication
  (6 UOC)
- Business Skills for Marketers
- Microeconomic Analysis
  (6 UOC)
- Advanced Econometric Theory
- Contemporary Perspectives in Marketing
  (3 UOC)
- Marketing Databases, Information, and
  Economics of Labour Markets
- Marketing Information and Analysis
  (6 UOC)
- Special Topics in Economics
- The Economics of Health and Medical Care
  (6 UOC)
- Special Topics in Economics
  (6 UOC)
- Special Topics in Economics

Choose four of the following courses:

- ECON6101 Advanced Microeconomic Analysis
- ECON6112 Advanced Macroeconomic Analysis
- ECON6201 Advanced Econometric Theory
- ECON6202 Computational Statistics and Econometric Modelling
- ECON6203 Applied Econometrics
- ECON6301 Industrial Organisation
- ECON6302 International Trade
- ECON6303 Economics of Labour Markets
- ECON6304 Business Cycles and Growth
- ECON6305 Economics of Natural Resources
- ECON6306 Environmental Economics
- ECON6307 The Economics of Health and Medical Care
- ECON6350 Special Topics in Economics

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

- ECON5106 Financial Economics
- ECON5114 Superannuation and Retirement Benefits
- ECON5206 Financial Econometrics
- ECON5248 Business Forecasting

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

Typical Duration
1 year

Minimum UOC for Award
48 units of credit

Program Description

The Master of Marketing is a professional program designed for marketing professionals who are looking to enhance their marketing knowledge and skills. In unique and innovative ways, this curriculum focuses on 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 specialisations 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
- MARK6001 Business Skills for Marketers
- MARK6002 Creativity, Innovation and Change in Marketing
- MARK6003 Practicum in Marketing

Specialist Streams

- Strategic Services and Business-to-Business Marketing
- Consumer and Brand Marketing and Marketing Communication
- Marketing Information and Analysis

Academic Rules

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

GradCertCom

Typical Duration
1 year

Minimum UOC for Award
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
- MARKS991 Media Sales Environment (6 UOC)
- MARKS992 Media Audience Research (6 UOC)
- MARKS993 Media Planning (6 UOC)
- MARKS994 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
- ACCT5950 Value-Based Management in a Global Economy
- ACCT5905 Information Systems Auditing

* Disciplinary core

Banking
Plan FINSDS8404

Required
- FIN5512* Financial Markets and Institutions
- FIN5513* Investments and Portfolio Selection
- FIN5514 Capital Budgeting and Financial Decisions
- FIN5530 Financial Institution Management

Disciplinary Electives
- FIN5534 Strategic Management of Credit Risk and Loan Policy
- FIN5550 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:
- FIN5515 Issues in Corporate Finance
- FIN5517 Applied Portfolio Management and Modelling
- FIN5522 Emerging Financial Markets
- FIN5523 Entrepreneurial Finance
- FIN5526 International Corporate Governance: Accounting and Finance Perspectives
- FIN5531 Risk and Insurance

* Disciplinary core

Business Law
Plan LEGTAS8404

Required
- LEGT5511* Legal Foundations of Business
- LEGT5541* Corporations and Business Associations Law
- LEGT5551* Taxation Law
- LEGT5561 Legal Aspects of Finance
- LEGT5562 Business Law in a Global Economy
- LEGT5563 Franchising
- LEGT5564 Corporate Fraud and Crime
- LEGT5581 Taxation Policy, Principles and Planning
- LEGT5582 Taxation of Business Enterprises
- LEGT5583 International Business Taxation
- LEGT5584 Corporate Tax, Law and Strategy
- LEGT5589 Capital Gains Tax

* Disciplinary core

Business Strategy
Plan COMMS8404

Required
- PLAN5110* Managerial Economics
- ECON5112 Organisational Economics
- MGMT5601 Global Business and the Multinational Enterprise
- MGMT5602 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
- ECNS203 Statistics for Business
- ECNS248 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
- MGMT5701 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
- LEGT5541 Law of Corporate Governance
- LEGT5553 Real Estate Finance and Investment
- LEGT5555 Derivatives and Risk Management Techniques
- LEGT5556 Fixed Income Securities and Interest Rate Derivatives
- LEGT5557 Advanced Investment and Funds Management
- LEGT5542 Applied Funds Management
- MKLS801 Marketing Management and Marketing Strategy

* Disciplinary core
Financial Econometrics
Plan COMMCS8404

Required

ECON5203* Statistics for Business
FINS5313* Investments and Portfolio Selection

Disciplinary Electives – List A
ECON5248 Business Forecasting
ECON5206 Financial Econometrics
ELCONS106 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

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
FINS5536 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 MGMTS8404

Required

MGM15700* Management, Work and Organisation
MGT5908* Strategic Human Resource Management Disciplinary Electives
MGT5701 Employment and Industrial Relations
MGT5702 International Employment Relations
MGT5705 Management of Training
MGT5711 Employment and Industrial Law
MGT5712 Negotiation Skills
MGT5800 Management, Technology & Innovation
MAM13801 Strategic Management of Technology & Innovation
MGT5904 Organisational Transformation at the Speed of E
MAM1909 Management Consulting & Organisational Transformation
MGT5910 Towards Corporate Sustainability: Effective Human Resources and Organisations
MGT5912 International Business Negotiations
MGT5920 Managing Equity, Diversity and Disability
MGT5946 Managing Occupational Health and Safety
MAM13947 Remuneration and Performance Management
MGT5948 Human Resources Recruitment, Selection and Development
MGT5949 International Human Resource Management
MGT5960 Strategic People Management
MGT5602 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

MGT5601* Global Business and Multinational Enterprise
MAM13604* Asia-Pacific Business and Management
MGT5602 Cross-Cultural Management
MGT5603 Global Business Strategy and Management
MGT5608 Corporate Strategy in East Asia
MGT5609 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:

MGT5606 Chinese Business and Management
MAM13607 International Entrepreneurship and New Venture Management

* Disciplinary core
### International Finance

**Plan FINSFS8404**

**Required**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINS5512*</td>
<td>Financial Markets and Institutions</td>
</tr>
<tr>
<td>FINS5513*</td>
<td>Investments and Portfolio Selection</td>
</tr>
<tr>
<td>FINS5514</td>
<td>Capital Budgeting and Financial Decisions</td>
</tr>
<tr>
<td>FINS5516</td>
<td>International Corporate Finance Disciplinary Electives</td>
</tr>
<tr>
<td>FINS5522</td>
<td>Emerging Financial Markets</td>
</tr>
<tr>
<td>HNSS550</td>
<td>International Banking Management</td>
</tr>
<tr>
<td>FINS5551</td>
<td>International Insurance Management</td>
</tr>
</tbody>
</table>

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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>HNSS553</td>
<td>Issues in Corporate Finance</td>
</tr>
<tr>
<td>FINS5517</td>
<td>Applied Portfolio Management and Modelling</td>
</tr>
<tr>
<td>FINS5523</td>
<td>Entrepreneurial Finance</td>
</tr>
<tr>
<td>FINS5526</td>
<td>International Corporate Governance: Accounting &amp; Finance Perspectives</td>
</tr>
<tr>
<td>FINS5530</td>
<td>Financial Institution Management</td>
</tr>
<tr>
<td>FINS5531</td>
<td>Risk and Insurance</td>
</tr>
<tr>
<td>HNSS553</td>
<td>Real Estate Finance and Investment</td>
</tr>
<tr>
<td>FINS5534</td>
<td>Strategic Management of Credit Risk and Loan Policy</td>
</tr>
<tr>
<td>FINS5535</td>
<td>Derivatives and Risk Management Techniques</td>
</tr>
<tr>
<td>FINS5536</td>
<td>Fixed Income Securities and Interest Rate Derivatives</td>
</tr>
<tr>
<td>FINS5541</td>
<td>Advanced Investment and Funds Management</td>
</tr>
<tr>
<td>FINS5542</td>
<td>Applied Funds Management</td>
</tr>
</tbody>
</table>

* Disciplinary core

### Marketing

**Plan MARKAS8404**

**Required**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARKS800*</td>
<td>Customer and Market Analysis</td>
</tr>
<tr>
<td>MARKS801*</td>
<td>Marketing Management and Marketing Strategy Disciplinary Electives</td>
</tr>
<tr>
<td>MARKS810</td>
<td>Marketing Communication and Promotion</td>
</tr>
<tr>
<td>MARKS811</td>
<td>Applied Marketing Research</td>
</tr>
<tr>
<td>MARKS812</td>
<td>Distribution, Retail Channels, and Logistics</td>
</tr>
<tr>
<td>MARKS813</td>
<td>Product Development and Brand Management</td>
</tr>
<tr>
<td>MARKS814</td>
<td>E-Marketing</td>
</tr>
<tr>
<td>MARKS815</td>
<td>International Marketing in Asia</td>
</tr>
<tr>
<td>MARKS816</td>
<td>Services Marketing</td>
</tr>
<tr>
<td>MARKS817</td>
<td>Contemporary Issues in Marketing</td>
</tr>
</tbody>
</table>

* Disciplinary core

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 tourism marketing may wish to select from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>TAHM50010</td>
<td>Global Perspectives in Tourism</td>
</tr>
<tr>
<td>TAHM50011</td>
<td>Strategic Tourism Marketing</td>
</tr>
<tr>
<td>TAHM50012</td>
<td>Creating and Managing Alliances in Global Tourism</td>
</tr>
<tr>
<td>TAHM50013</td>
<td>Destination Marketing and Management</td>
</tr>
</tbody>
</table>

* Disciplinary core

### Organisation and Management Studies

**Plan MGMTHS8404**

**Required**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT5700*</td>
<td>Management, Work and Organisation</td>
</tr>
<tr>
<td>MGMT5901*</td>
<td>Organisational Behaviour</td>
</tr>
</tbody>
</table>

**Disciplinary Electives**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT5712</td>
<td>Negotiation Skills</td>
</tr>
<tr>
<td>MGMT5800</td>
<td>Management, Technology and Innovation</td>
</tr>
<tr>
<td>MLIM5101</td>
<td>Strategic Management of Technology &amp; Innovation</td>
</tr>
<tr>
<td>MGMT5904</td>
<td>Organisational Transformation at the Speed of E</td>
</tr>
<tr>
<td>MGMT5908</td>
<td>Strategic Human Resource Management</td>
</tr>
<tr>
<td>MGMT5909</td>
<td>Management Consulting and Organisational Transformation</td>
</tr>
<tr>
<td>MLIM5101</td>
<td>Towards Corporate Sustainability: Effective Human Resources and Organisations</td>
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**Disciplinary core

### Strategic Value Management

**Plan ACCTHS8404**

**Required**

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>ACL1399b*</td>
<td>Business Processes: Analysis and Improvement</td>
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<tr>
<td>ACCT5931*</td>
<td>Strategic Financial and Resource Management</td>
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**Disciplinary Electives**

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<tr>
<td>ACL13917</td>
<td>Strategic Management: Systems and Processes</td>
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<td>ACCT5919</td>
<td>Business Risk Management</td>
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<td>ACCT5920</td>
<td>Managing Intangible Resources</td>
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<td>ACCT5949</td>
<td>Managing Agile Organisations</td>
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<tr>
<td>ACCT5955</td>
<td>Value-Based Management in a Global Economy</td>
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<td>MGMT5609</td>
<td>Geopolitical Risk Management</td>
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<td>MGMT5904</td>
<td>Organisational Transformation at the Speed of E</td>
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* Disciplinary core

### Tourism Marketing

**Plan TAHMCS8404**

**Required**

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<tr>
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<td>MARKS800*</td>
<td>Customer and Market Analysis</td>
</tr>
<tr>
<td>MARKS801*</td>
<td>Marketing Management and Marketing Strategy</td>
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<tr>
<td>TAHM5010</td>
<td>Global Perspectives in Tourism</td>
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<td>Strategic Tourism Marketing</td>
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<td>TAHM5012</td>
<td>Creating and Managing Alliances in Global Tourism</td>
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<td>TAHM5013</td>
<td>Destination Marketing and Management</td>
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* Disciplinary core