Faculty of Commerce and Economics

HANDBOOK 1996
Subjects, courses and any arrangements for courses including staff allocated as stated in this Handbook are an expression of intent only. The University reserves the right to discontinue or vary arrangements at any time without notice. Information has been brought up to date as at 1 November 1995, but may be amended without notice by the University Council.

CREDIT POINTS - IMPORTANT NOTE

From 1996, UNSW is introducing a university wide credit point system for all subjects offered to both undergraduate and postgraduate students. The system will mean that a subject will have the same credit point value irrespective of which faculty's course it is counting towards. Students will be able to determine the value of subjects taken from other faculties when planning their programs of study. The student load for a subject is calculated by dividing the credit point value of a subject by the total credit points required for the standard program for that year of the course. Student load is used to determine both HECS and overseas student fees. Students who take more than the standard load for that year of a course will pay more HECS.

Old subject measures have been replaced by new university credit points. Every effort has been made to ensure the accuracy of the credit point values shown for all subjects. However, if any inconsistencies between old and new credit point measures cause concern, students are advised to check with their faculty office for clarification before making 1996 subject selections based on the credit points shown in this handbook.

The address of the University of New South Wales is:
The University of New South Wales
SYDNEY 2052 AUSTRALIA
Telephone: (02) 385 1000
Facsimile: (02) 385 2000
Email: RecordsAdmin@UNSW.edu.au
Telegraph: UNITECH, SYDNEY
Telex: AA26054
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Designed and published by the Publications Section, The University of New South Wales
Printed by Craft Printing Industries, Australia

ISSN 1323-787X
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**Combined Commerce/Law Courses, Economics/Law Course and Commerce/Science Course**

Combined Courses leading to award of Degrees of:
- Bachelor of Commerce/ Bachelor of Laws and
- Bachelor of Economics/Bachelor of Laws

Rules Relating to the Bachelor of Commerce/Bachelor of Laws Course and the Bachelor of Economics/Bachelor of Laws Course

4732 Bachelor of Commerce (Accounting)/Bachelor of Laws
4735 Bachelor of Commerce (Finance)/Bachelor of Laws
4750 Bachelor of Commerce (Industrial Relations)/Bachelor of Laws
4736 Bachelor of Commerce (Information Systems)/Bachelor of Laws
4710 Bachelor of Commerce (Marketing)/Bachelor of Laws
4745 Bachelor of Economics/Bachelor of Laws

Combined Courses leading to award of Degrees of Bachelor of Commerce Bachelor of Science

3996 Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics)

**Subject Descriptions Undergraduate Study**

Accounting
Commercial Legal Studies (School of Business Law and Taxation)
Economic History (School of Economics)
Econometrics/ Business Statistics (School of Economics)
Economics/ Business Economics (School of Economics)
Finance (School of Banking and Finance)
German Studies
Course Outlines Graduate Study

Course Requirements for the Degree of Master of Commerce (Honours)

School of Accounting
2570 Master of Commerce (Honours)

School of Banking and Finance
2574 Master of Commerce (Honours)

School of Economics
Department of Economic History
2573 Master of Commerce (Honours)
Department of Econometrics
2572 Master of Commerce (Honours)
Department of Economics
2571 Master of Commerce (Honours)

School of Industrial Relations and Organisational Behaviour
2576 Industrial Relations
2577 Organisational Behaviour
2578 Human Resource Management

School of Information Systems
2575 Master of Commerce (Honours)

School of Marketing
2580 Master of Commerce (Honours)

Course Objectives and Requirements for the Degree of Master of Commerce
Course Objectives and Requirements for the Graduate Diploma

Subject Descriptions Graduate Study

Accounting

Business Statistics (School of Economics, Department of Econometrics)

Commercial Legal Studies and Taxation Studies (School of Business Law and Taxation)

Economic History (School of Economics, Department of Economic History)

Economics (School of Economics, Department of Economics)

Finance (School of Banking and Finance)

Hospitality Management (School of Marketing)

Human Resource Management, Industrial Relations and Organisation and Management Studies (School of Industrial Relations and Organisational Behaviour)

Information Systems

Japanese Business Studies (School of Asian Business and Language Studies)

Marketing

Conditions for the Award of Degrees

First Degrees

Higher Degrees

Doctor of Philosophy(PhD)

Master of Commerce (Honours) (MCom(Hons))
### Scholarships and Prizes

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<tr>
<td>Graduate</td>
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Welcome to the Faculty of Commerce and Economics. One of the primary aims of the Faculty is to offer both graduate and undergraduate courses which are relevant to a wide range of careers and professional interests in the commercial and industrial world, in the public service, and in teaching at both the secondary and tertiary level. Graduates of the Faculty are held in high regard and are eagerly sought by the business community. The Faculty has produced outstanding leaders in industry, government, politics, the trade union movement and academia. The Faculty is concerned to combine the strong development of fundamental conceptual issues with an emphasis upon the application of knowledge in the disciplines of commerce and economics.

A feature of both undergraduate and postgraduate courses in the faculty are core subjects that provide a foundation for subsequent specialisation.

At the undergraduate level the Faculty offers the Bachelor of Commerce, the Bachelor of Economics and the Bachelor of Commerce (Marketing and Hospitality Management) degrees. It is possible to combine the Bachelor of Commerce or Bachelor of Economics with a Bachelor of Laws degree and the Bachelor of Commerce majoring in finance with a specialised Bachelor of Science degree in mathematics. The Bachelor of Commerce allows students to major or double major, and take options from a range of disciplines. Disciplinary studies are offered in: accounting, business economics, business statistics, economic history, finance, information systems, industrial relations, human resource management, Japanese studies at an introductory or advanced level, commercial legal studies, and marketing. The Bachelor of Economics provides a thorough education in economics econometrics and/or economic history with the possibility of taking major or optional studies in other disciplines of the Faculty. The Bachelor of Commerce (Marketing and Hospitality Management) is an innovative four year program which combines skills training at TAFE and a degree with a double major. A four year Accounting Co-op Program, which permits co-majors in finance or economics, provides scholarships and opportunities for students to combine industrial experience with studies. A new four year Co-op Program in Information Systems and Management will commence in 1996.

Students are encouraged to aim for excellence, to upgrade from the undergraduate pass level to Honours, and to continue on to postgraduate study.

At the graduate level, the Faculty offers the Master of Commerce and a Graduate Diploma in Commerce, both of which are directed towards the development of professional and management skills through study of the major disciplines of the Faculty. In addition, the Faculty has strong research training programs leading to either the Master of Commerce (Honours) or the Doctor of Philosophy. Recent initiatives by the Faculty are providing new opportunities for studying management accounting, at the graduate level, by open learning mode; for corporate sponsored groups to study professional accounting through a customised program; and the Faculty is proud of its initiatives to offer the Master of Commerce in international accounting in agreement with Guangzhou University in China.

The Faculty continues to review and redesign courses and subjects in the light of research, teaching experience, the practical needs of employers, and student feedback. This ensures that the education provided remains closely focused on meeting the needs of both students and employers. This aim is assisted by the substantial interaction between the community and the Faculty through its research centres - the Centre for Advanced Empirical Software Research, the Centre for Applied Economic Research, the Japanese Economic and Management Studies Centre, the Australian Centre for Management Accounting Development, the Centre for Franchise Studies, the National Centre for Banking and Capital...
Markets, the Information Technology Research Centre, the Industrial Relations Research Centre, and its consulting and continuing education activities in both the public and private sectors.

I encourage you to contact course advisers in the faculty if you have any questions about our courses, or need support as a student of the Faculty. I sincerely hope your experience with the Faculty is memorable, perhaps challenging, and ultimately rewarding. Again, I welcome you to the Faculty of Commerce and Economics.

R. A. Layton
Dean
The academic year is divided into two sessions, each containing 14 weeks for teaching. Between the two sessions there is a break of approximately six weeks, which includes a one-week study period, two weeks for examinations, and three weeks recess. There is also a short recess of one week within each session.

Session 1 commences on the Monday nearest 1 March.

Faculties other than Medicine, AGSM and University College

<table>
<thead>
<tr>
<th>Session 1</th>
<th>1996</th>
<th>1997</th>
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<tbody>
<tr>
<td>(14 weeks)</td>
<td>4 March to 4 April</td>
<td>3 March to 27 March</td>
</tr>
<tr>
<td></td>
<td>15 April to 14 June</td>
<td>7 April to 13 June</td>
</tr>
<tr>
<td>Mid-session recess</td>
<td>5 April to 14 April</td>
<td>28 March to 6 April</td>
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<tr>
<td>Study period</td>
<td>15 June to 20 June</td>
<td>14 June to 19 June</td>
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<tr>
<td>Examinations</td>
<td>21 June to 9 July</td>
<td>20 June to 8 July</td>
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<tr>
<td>Mid-year recess</td>
<td>10 July to 28 July</td>
<td>9 July to 27 July</td>
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<tr>
<th>Session 2</th>
<th>1996</th>
<th>1997</th>
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<tbody>
<tr>
<td>(14 weeks)</td>
<td>29 July to 27 September</td>
<td>28 July to 26 September</td>
</tr>
<tr>
<td></td>
<td>8 October to 8 November</td>
<td>7 October to 7 November</td>
</tr>
<tr>
<td>Mid-session recess</td>
<td>28 September to 7 October</td>
<td>27 September to 6 October</td>
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<tr>
<td>Study period</td>
<td>9 November to 14 November</td>
<td>8 November to 13 November</td>
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<tr>
<td>Examinations</td>
<td>15 November to 3 December</td>
<td>14 November to 2 Dec</td>
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<td>M 1</td>
<td>New Year's Day - Public Holiday</td>
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<td>M 15</td>
<td>Medicine IV - Term 1 begins</td>
</tr>
<tr>
<td>Th 18</td>
<td>Medicine V - Term 1 begins</td>
</tr>
<tr>
<td>F 26</td>
<td>Australia Day - Public Holiday</td>
</tr>
<tr>
<td>T 30</td>
<td>Enrolment period begins for new undergraduate students and undergraduate students repeating first year</td>
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February

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<td>M 12</td>
<td>AGSM Open Learning GMQ and GDM programs - Semester 1 begins</td>
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<tr>
<td>M 26</td>
<td>Medicine VI - Term 2 begins</td>
</tr>
<tr>
<td></td>
<td>AGSM MBA program - Year 1 classes - Term 1 begins</td>
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March

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<td>F 1</td>
<td>Last day for acceptance of provisional enrolment by re-enrolling students</td>
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<tr>
<td>M 4</td>
<td>Session 1 begins for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td></td>
<td>AGSM MBA program - Year 2 classes - Term 1 begins</td>
</tr>
<tr>
<td></td>
<td>University College, ADFA - Session 1 begins</td>
</tr>
<tr>
<td>F 15</td>
<td>Last day applications are accepted from students to enrol in Session 1 or whole year subjects</td>
</tr>
<tr>
<td>Su 17</td>
<td>Medicine IV - Term 1 ends</td>
</tr>
<tr>
<td>M 18</td>
<td>Medicine IV - Term 2 begins</td>
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<tr>
<td>Su 24</td>
<td>Medicine V - Term 1 ends</td>
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<td>Su 31</td>
<td>Last day for students to discontinue without failure subjects which extend over Session 1 only</td>
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<td>HECS Census Date for Session 1</td>
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<td>April</td>
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<td>AGSM Open Learning GMQ program - Examination</td>
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<tr>
<td>T 4 Queen's Birthday - Public Holiday</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<td>AGSM Open Learning GMQ program - Examination</td>
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<td>AGSM Open Learning GMQ program - Examination</td>
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<td>Th 20 Study recess begins for faculties other than Medicine, AGSM and University College, ADFA</td>
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<td>F 21 Examinations begin for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<tr>
<td>University College, ADFA - Session 1 ends</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<td>M 24 University College, ADFA - Examinations beginJJuly</td>
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<td>F 5 University College, ADFA - Examinations end</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<td>T 9 Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
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<td>W 10 Mid-year recess begins for faculties other than Medicine, AGSM and University College, ADFA</td>
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<td>M 15 AGSM Open Learning GMQ and GDM programs - Semester 2 begins</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<tr>
<td>Su 21 University College, ADFA - Mid-year recess ends</td>
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<td>AGSM Open Learning GMQ program - Examination</td>
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<td>F 26 Medicine VI - Term 4 ends</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<td>S 27 Medicine VI - Recess begins</td>
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<tr>
<td>Su 28 Mid-year recess ends for faculties other than Medicine, AGSM and University College, ADFA</td>
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<td>M 29 Session 2 begins for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>AGSM Open Learning GMQ program - Examination</td>
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<tr>
<th>August</th>
<th>Medicine VI - Recess ends</th>
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<td>Su 4 Medicine VI - Recess ends</td>
<td>Medicine VI - Recess ends</td>
</tr>
<tr>
<td>M 5 Medicine VI - Term 5 begins</td>
<td>Medicine VI - Term 5 begins</td>
</tr>
<tr>
<td>F 9 Last day applications are accepted from students to enrol in Session 2 subjects</td>
<td>Last day for students to discontinue without failure subjects which extend over the whole academic year</td>
</tr>
<tr>
<td>S 11 Medicine IV - Term 4 ends</td>
<td>AGSM MBA program - all classes - Term 2 ends</td>
</tr>
<tr>
<td>Medicine V - Term 3 ends</td>
<td>AGSM MBA program - all classes - Term 2 ends</td>
</tr>
<tr>
<td>M 12 AGSM MBA program - all classes - Examinations begin</td>
<td>AGSM MBA program - all classes - Examinations begin</td>
</tr>
<tr>
<td>F 16 AGSM MBA program - all classes - Examinations end</td>
<td>AGSM MBA program - all classes - Examinations end</td>
</tr>
<tr>
<td>Su 18 Medicine IV - Recess ends</td>
<td>Medicine V - Term 4 begins</td>
</tr>
<tr>
<td>M 19 Medicine IV - Term 5 begins</td>
<td>Medicine V - Term 4 begins</td>
</tr>
<tr>
<td>S 31 Last day for students to discontinue without failure subjects which extend over Session 2 only</td>
<td>Medicine and AGSM</td>
</tr>
<tr>
<td>University College, ADFA - September recess begins</td>
<td>Medicine and AGSM</td>
</tr>
<tr>
<td>Su 29 Medicine IV - Term 5 ends</td>
<td>Medicine and AGSM</td>
</tr>
<tr>
<td>M 30 Medicine IV - Term 6 begins</td>
<td>Medicine and AGSM</td>
</tr>
<tr>
<td>September</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>M 2 AGSM MBA program - all classes - Term 3 begins</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>S 7 Open Day</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>Su 15 Medicine VI - Term 5 ends</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>M 16 Medicine VI - Term 6 begins</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>F 27 Last day for students to advise of examination clashes</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>University College, ADFA - Session 2 ends</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>S 28 Mid-session recess begins for faculties other than Medicine and AGSM</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>University College, ADFA - September recess begins</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>Su 29 Medicine IV - Term 5 ends</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>M 30 Medicine IV - Term 6 begins</td>
<td>AGSM MBA program - all classes - Term 3 begins</td>
</tr>
<tr>
<td>October</td>
<td>Labour Day - Public Holiday</td>
</tr>
<tr>
<td>M 7 Labour Day - Public Holiday</td>
<td>Labour Day - Public Holiday</td>
</tr>
<tr>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
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<tr>
<td>University College, ADFA - September recess ends</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>T 8 Publication of provisional timetable for November examinations</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>W 16 Last day for students to advise of examination clashes</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>Su 20 Medicine V - Term 4 ends</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>F 25 University College, ADFA - Session 2 ends</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>S 26 AGSM Open Learning GDM program - Examination</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>Su 27 Medicine VI - Term 6 ends</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>M 28 University College, ADFA - Examinations begin</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>T 29 Publication of timetable for November examinations</td>
<td>Mid-session recess ends for faculties other than Medicine and AGSM</td>
</tr>
<tr>
<td>November</td>
<td>AGSM Open Learning GDM program - Semester 2 ends</td>
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<tr>
<td>S 2 AGSM Open Learning GDM program - Semester 2 ends</td>
<td>AGSM Open Learning GDM program - Semester 2 ends</td>
</tr>
<tr>
<td>F 8 AGSM Open Learning GDM program - Examination</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>Session 2 ends for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>S 9 Study recess begins for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>AGSM MBA program - all classes - Term 3 ends</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>AGSM Open Learning GMQ program - Semester 2 ends</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>AGSM Open Learning GMQ program - Final Examination</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>Su 10 Medicine IV - Term 6 ends</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>M 11 AGSM MBA program - all classes - Examinations begin</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>Th 14 Study recess ends for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>F 15 Examinations begin for faculties other than Medicine, AGSM and University College, ADFA</td>
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</tr>
<tr>
<td>University College, ADFA - Examinations end</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>AGSM MBA program - all classes - Examinations and</td>
<td>AGSM Open Learning GDM program - Examination</td>
</tr>
<tr>
<td>December</td>
<td>Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
</tr>
<tr>
<td>T 3 Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
<td>Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
</tr>
<tr>
<td>W 25 Christmas Day - Public Holiday</td>
<td>Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
</tr>
<tr>
<td>Th 26 Boxing Day - Public Holiday</td>
<td>Examinations end for faculties other than Medicine, AGSM and University College, ADFA</td>
</tr>
</tbody>
</table>
Comprises Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems and Marketing; Centre for Applied Economic Research; Industrial Relations Research Centre, and Japanese Economic and Management Studies Centre.

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Professor of Accounting and Head of School
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Graham George Sullivan, BCom Auckland, BA Syd., MBA UNSW, FCPA, FCA

Lecturers
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Lynn Barkess, BBus N.R.C.A.E., DipEd Syd.C.A.E., MCom UNSW, CPA
Jane Alexa Baxter, BCom W'gong., MCom PhD UNSW, FCPA
Michael Leo Briars, BCom Tas.
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Rodney Coyle, BCom Melb., MCom UNSW, AACS
Robert Mariusz Czernkowski, BCom Tas., ASA
Wendy Joy Green, MCom UNSW, CPA, ACA
Cameron Hooper, BAdmin Griff., MCom UNSW
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Nonna Martinov, BA Tas., BBus Kuring-gai C.A.E., ACA
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Axel Klaus-Dieter Schulz, MCom UNSW

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Shirley Carlon, MCom UNSW, ACA
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Monte Wynder, BCom Qld., BBus U.S.Q., ASA

Visiting Fellow
Gordon Howitt, BEc Syd., MCom UNSW, ASTC, FCPA

Administrative Officer
Colin Withers, BA UNSW

School of Asian Business and Language Studies

Associate Professor and Head of School
William Raymond Purcell, BCom PhD UNSW, DipJap Kyoto Gaidai.

Director of Language Studies and Senior Lecturer
Chihiro Kinoshita Thomson, BA Gakushuen U., Tokyo, MEd EdD Arizona State

Senior Lecturer
Hiromi Masumi-So, BA Kansai Gaidai, MA Monash

Lecturers
Yoshinori Sasaki, BA Osaka, MA Hawaii, PhD ill.
Shizuko Schaefer, DipEd Meisel, Kobe Gakuin U., Med UNSW
Seong-Chul Shin, BA Sahmyook U., Seoul, MEd Yonsei U., MA Macq.

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Sumiko Iida, BEd Osaka U. Ed, MA GDip Higher Ed UNSW
Hirokazu Mashimo, BA Wako U.
Kazue Okamoto, BA DipEd Musashino Women's U., Tokyo, MA Syd., MCom UNSW
Fusako Osho, BA DipEd Jissen Women's U., MA Syd
Emi Otsuji, BA Tokyo Joshi U.
Kazuhiro Teruya, BA DipEd Ryuku U., MA Syd.

Administrative Officer
Masako Ogawa, BA Curtin, BA Macq.

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Director
Associate Professor W. R. Purcell

Deputy Director
Roger March

Administrative Officer
Masako Ogawa
School of Banking and Finance

Professor of Finance and Head of School
Ian Gayford Sharpe, BS S.lli., MA PhD Stan., AAIB(Snr)

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Anthony James Sheraz Naughton, PhD MBA Brad., FCCA
Gabriel Noti, BE BSc Syd., DipENA(FinEcon) Paris, MBA
PhD UNSW, FCPA, ASIA
Toan My Pham, BEc Tas., MCom UNSW
Ah Boon Sim, BA MA PhD Concordia
Tommy Stamland, Se Norway, MS PhD UC Berkeley
Jo-Ann Suchard, BCom N'ble.(N.S.W.), MCom UNSW
Jian-Xin Wang, BS Tsinghua, MA Kansas, PhD Northwestern

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Steven Dennis, BBA MS PhD Kentucky
Peter Docherty, MEC Syd.
Neil Esho, BEc Syd.
Andrew Jeffrey, BCom BSc UNSW, BBus U.T.S.
Li-Anne Elizabeth Woo, BCom UNSW
Henry Ying Kuen Yip, BEc Macq.

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Lucie Marie Leonie Ghost, BSc N.E.H.Rotterdam, MCom
DipEd UNSW
Gregory Herder, MSc Witw., LLM Syd., MBA UNSW, ASA, ASIA

Visiting Professor
Arthur Moreau, BA Syracuse, BS MBA Bradley, PhD Iowa

Computer Systems Officer
Vacant

Administrative Assistant
Inge Mayne

School of Business Law and Taxation

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Andrew Llewellyn Terry, LLM Cant.

Professor of Accounting
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Bruce Davidson Gordon, BA Oregon State, LLB UNSW
Anne Margaret McNaughton, BA N'ble.(N.S.W.), LLB
UNSW, LLM Tueb. Germ.
Frank Zimbo, BCom UNSW, LLB Syd., LLM UNSW

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Michael James Legg, BCom UNSW

Visiting Fellow
Albert William Lacey, AM, LLB Syd., PhD Lond., MBSC

School of Economics

Professor of Econometrics and Head of School
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Professor of Statistics
Nanak Chand Kakwani, MA PhD Delhi, FASSA

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John Piggott, BA Syd., MSc PhD Lond.

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Murray Chivers Kemp, BCom MA Melb., PhD Johns H.
John Warwick Neville, BA W.A., MA PhD Calif., Hon. DSc
UNSW, FASSA

Executive Assistant to Head of School
David Meredith

Computer Systems Officer
Nadia Blum, BSc Bratislava

Administrative Assistant
Sue Nelson

Department of Econometrics

Senior Lecturer and Head of Department
Nripsheh Podder, MA Calc., PhD UNSW

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Eric Richard Sowey, BSc Syd., BSc PhD UNSW, MSc Lond.

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Louis Yeung, BSc Makerere, MA Man., Cert HE, UNSW

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Senior Lecturer and Head of Department
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John Albert Perkins, BScEcon Hull, PhD UNSW

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David Meredith, BA PhD Exe.

Vice Chancellor's Post-Doctoral Fellow
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Department of Economics
Senior Lecturer and Head of Department
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Geoffrey Harold Kingston, BA PhD A.N.U.
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Mehdi Siamek Monadjemi, BS Utah, MS PhD Ill.
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Trevor Robert Stegman, BCom PhD UNSW
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Mark Andrew Crosby, BEc Adel., MA PhD Qu.
Diane Susan Enahoro, MCom UNSW, DipEd Syd.
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Robert Hill, BA York, MA PhD Br.Col.
Andrew Chi Kuen Lo, BA Melb., MA UNSW
Paul Pezantis-Christou, Maitrise DEA Aix-Marseille, PhD EUI
Robin Ellen Stonecash, BA Swarthmore, MS Wisc., PhD UNSW
Jianguo Wang, BA Wuhan, MBA Leuven, MPhil H.K., PhD Monash

Centre for Applied Economic Research
Director
Professor J. W. Neville

Administrative Assistant
Sandra Escobar

School of Industrial Relations and Organisational Behaviour
Professor and Head of School
Michael Quinlan, BEc PhD Syd.

Associate Professor
Braham Dabscheck, MEc Monash

Senior Lecturers
Allan Bordow, BS Wis., MA Columbia, PhD Colorado
Anthony Francis Donovan, MA PhD N.U.I.
John Mathews, BSc LSE, MSc PhD Lond.

Lecturers
Bradon Ellem, BA St'On, MA Warw., PhD Wgong.
Ian Hampson, BA Victoria, MA Macq., PhD Wgong.
John Holt, BA CUC, BSc N'cle.(N.S.W.)
David Morgan, BA Flin.
John Shields, BA A.N.U., PhD Syd.
Lucy Taksa, BA UNSW, PhD UNSW
Christopher Wright, BEc PhD Syd.

Associate Lecturers
Dianne Fieldes, BA A.N.U., DipEd Syd.
Suzanne Hammond, BA Lat.
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Industrial Relations Research Centre
Director
John Mathews

Research Associates
Professor Michael Quinlan
Dr B. Ellem
Dr B. Hesketh
Dr J. Mathews
Dr L. Taksa
Ms S. Hammond
School of Information Systems

Associate Professor and Head of School
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Professors of Information Systems
David Ross Jeffery, BCom Qld., MCom PhD UNSW
Michael John Lawrence, BSc BE Syd., MS PhD Calif.

Associate Professor
Marcus John O’Connor, MCom PhD UNSW, MACS

Senior Lecturers
Donald Day, BABJ Missouri, MA American, PhD Syracuse, MACS, MACM, MAIS
Steve Elliott, BA Syd., MAAppSci U.T.S., PhD Warw., MACS, MBCS
Colin Freeman, BSc Adel., MSc Sheff., AALA, MinFISc
Rodger Jamieson, MCom UNSW, ACA, MACS, CISA, MAIRM
Graham Cedric Low, BE PhD Qld., MIChemE

Lecturers
John D’Ambra, BBus U.T.S., MCom UNSW, MACS
Ben Cheng, BSc MCom UNSW, AACS
Geoffrey Dick, BBus U.S.Q., MCom UNSW, FCPA, AACS
Hugo Rehesaar, BA Syd., MCom UNSW, MACS, AIMM
Janet Smith, BSc Bristol, MSc U.T.S.
Gregory Marshall Stephens, MCom UNSW, ASA, CISA, AIMM
Richard Webby, BCom PhD UNSW, MAIS

Associate Lecturers
Mike Berry, BBus U.T.S.
Melina Handzic, MSc Sarajevo
Peter Parkin, MSc MA Massey
Christine Van Toorn, BCom UNSW, ASA, CISA, ISACA

Administrative Assistant
Millie Mark, BEc Monash

Computer Systems Officers
Mary Ackerman, BCom UNSW, GradDip Dp Nepean C.A.E.
Martin Fong, BAppSc R.M.I.T.
Terry Rowlands, BSc Griff.

School of Marketing

Associate Professor and Head of School

Professor of Marketing
Roger Alexander Layton, MEc Syd., FAIM

Adjunct Professor in Hospitality Management
William Ted Wright, BA Nebraska

Senior Lecturers
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Margaret Craig-Lees, BA U.T.S., MA PhD UNSW
David Turner, BArch Syd., FRAIA

Lecturers
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Michael Edwaerdson, DipHotelMgt Tas., BA GradDip
AppPsych Chisholm I.T., MA Melb., MAPsS
Lynne Freeman, MAME Lanc., DipAm I.M., DipMr M.R.S.(U.K.), MIM, MMRs
Robert Maclean Hall, BA N’cle.(N.S.W.), PhD Macq.
Shirley Hicks, BBus Qld., MCom UNSW
Paul Henry, BBus U.T.S., MComSc UNSW
Roger St George March, BA DipEd Syd.
Julie Morgan, MCom UNSW

Associate Lecturers
Mary Caldwell, BCom UNSW
Andrew Catsaras, MCom UNSW
Julie Hargreaves, BE W’gong., GradDip(Bus) Edith Cowan
Alistair Marshall, MA Well.
Cathli McMullen, BCom UNSW
Shalika Subasinghe, BCom Colombo, MBA New Hamp-shire
Megan Twibill, BCom UNSW

Administrative Officer
Nadia Withers, BA UNSW
This Handbook is divided into two main sections comprising undergraduate study and graduate study. Course outlines are presented in each section providing a guide to the degrees within organisational units. This is followed by a full listing of subject descriptions in each section which provide details of subject content, contacts, session and prerequisite details.

As changes may be made to information provided in this Handbook, students should frequently consult the noticeboards of the schools and the official noticeboards of the University.

Information Key

The following key provides a guide to abbreviations used in this book:

<table>
<thead>
<tr>
<th>CP</th>
<th>credit points</th>
</tr>
</thead>
<tbody>
<tr>
<td>F</td>
<td>full year (Session 1 plus Session 2)</td>
</tr>
<tr>
<td>HPW</td>
<td>hours per week</td>
</tr>
<tr>
<td>L</td>
<td>lecture</td>
</tr>
<tr>
<td>P/T</td>
<td>part-time</td>
</tr>
<tr>
<td>S</td>
<td>seminar</td>
</tr>
<tr>
<td>S1</td>
<td>Session 1</td>
</tr>
<tr>
<td>S2</td>
<td>Session 2</td>
</tr>
<tr>
<td>S3</td>
<td>full year (Session 1 plus Session 2)</td>
</tr>
<tr>
<td>SS</td>
<td>single Session, but which Session taught is not known at time of publication</td>
</tr>
<tr>
<td>T</td>
<td>tutorial/laboratory</td>
</tr>
<tr>
<td>WKS</td>
<td>weeks of duration</td>
</tr>
<tr>
<td>X</td>
<td>external</td>
</tr>
<tr>
<td>X1</td>
<td>Summer Session</td>
</tr>
</tbody>
</table>

Prefixes

The identifying alphabetical prefixes for each organisational unit offering subjects to students in the Faculty of Commerce and Economics follow.

<table>
<thead>
<tr>
<th>Prefix</th>
<th>Organisational Unit</th>
<th>Faculty/Board</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT</td>
<td>School of Accounting</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>ECOH</td>
<td>Department of Economic History</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>ECON</td>
<td>School of Economics, Departments of Econometrics and Economics</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>FINS</td>
<td>School of Banking &amp; Finance</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>GERS</td>
<td>Department of German &amp; Russian Studies</td>
<td>Arts &amp; Social Sciences</td>
</tr>
<tr>
<td>HOSP</td>
<td>School of Marketing</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>INFS</td>
<td>School of Information Systems</td>
<td>Commerce &amp; Economics</td>
</tr>
<tr>
<td>Prefix</td>
<td>Organisational Unit</td>
<td>Faculty/Board</td>
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<td>REGS</td>
<td>Division of the Registrar &amp; Deputy Principal</td>
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Some People Who Can Help You

If you require advice about enrolment, degree requirements, progression within courses or any other general matters, contact The Faculty of Commerce and Economics Students Centre, Ground Floor, John Goodsell Building: telephone (02) 385 3189, fax (02) 313 7767. The Students Centre is staffed between 9am and 7pm Monday to Thursday and Friday, between 9am and 5pm.

For information and advice about subject content and requirements, contact the appropriate schools/teaching units.

Important: As changes may be made to information provided in this Handbook, students should frequently consult the noticeboards of the schools/teaching units and the official noticeboards of the University.

Higher School Certificate Prerequisites

The Bachelor of Commerce, Bachelor of Commerce (Marketing and Hospitality), Bachelor of Economics, Bachelor of Commerce/Bachelor of Science, Bachelor of Commerce/Bachelor of Laws and Bachelor of Economics/Bachelor of Laws courses require students to have achieved a prescribed standard in Mathematics at the Higher School Certificate, or equivalent, before an offer of a place will be made. In addition, a number of subjects offered in these courses require students to have achieved a prescribed standard in English at the Higher School Certificate, or equivalent, before enrolment in such subjects is permitted.

Current HSC prerequisites, where applicable, are listed in the section Undergraduate Study: Subject Descriptions later in this Handbook.

Faculty of Commerce and Economics
Enrolment Procedures

Interested applicants to the Faculty of Commerce and Economics should contact the Faculty of Commerce and Economics Students Centre or Undergraduate or Postgraduate Admissions.

New students are informed of enrolment procedures at the time of offer.

All re-enrolling undergraduate students of the Faculty must collect a re-enrolment, or provisional enrolment, package from the Faculty of Commerce and Economics Students Centre in November. The provisional enrolment form must be returned by December 22.

All re-enrolling postgraduate students of the Faculty are sent re-enrolment forms and instructions in late October.

Subject Timetables

Separate undergraduate and postgraduate subject timetables are distributed to re-enrolling students before the end of the current year of study. Additional copies are available from the Faculty of Commerce and Economics Students Centre. New undergraduate students are allocated individual subject timetables at enrolment.

Examinations

In subjects under the control of the various teaching units 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 subject to subject, 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 early 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 the advice of enrolling officers in the Faculty 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 arithmetical functions, those involving discounting and present value calculations.

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

Computing at UNSW

The Division of Information Services (DIS) encompasses information technology and the University Library at UNSW.

Specific University information which is frequently updated is available on the World Wide Web (WWW) in the UNSW home page at http://www.unsw.edu.au which has an index to its contents which includes URLs http://www.acsu.unsw.edu.au and http://www.mlsu.unsw.edu.au. You can access this information from your workstation and in any computing laboratory with access to WWW through Mosaic or Netscape.

The information provided on the WWW includes more details about DIS information technology units such as points of contact for particular areas of responsibility and services provided.

The Social Sciences and Humanities Library

This library is designed to serve the specialized reference and research needs of staff, postgraduate students and undergraduate students.

All students are welcome to use the library and to borrow books from it. The Social Sciences and Humanities Library is on level 3 and 4 of the library building.

The Library has a computerized on-line catalogue which provides up-to-date information on books on loan or in Open Reserve. Reference Staff of the Social Sciences and Humanities Library are there to help you use the on-line catalogue. The on-line catalogue will tell you where in the Library the material you want is located.

Social Sciences and Humanities Librarian: Pam O'Brien

Undergraduate Services

Open Reserve houses items set as required course reading. Closed Reserve houses copies of journal articles and some University lecture tapes. Items in Reserve may only be used for restricted periods of time. Open and Closed Reserve are on Level 2 of the main Library. Study Kits, which are collections of required readings, are available for purchase from Unicopy.

Photocopying facilities are available: at Unicopy, the main photocopying area on Level 2; in each of the special subject libraries; and in Open Reserve. Change and assistance are available from Unicopy staff on Level 2.

Library tours are available at the beginning of Session 1 and self-guided tours are available throughout the year.

The Law Library

This library caters principally for the library needs of staff and students in the Faculty of Law, but it is also responsible for the extensive collection on taxation. All students are welcome to use the library and borrow books from it. However, most of the materials required by students in the Department of Legal Studies and Taxation are held in the Open Reserve Section on level 2 of the University Library.

Law Librarian: Jackie Patrick

Faculty of Commerce and Economics Library

Faculty of Commerce and Economics Library Facilities

Students and staff of the Faculty of Commerce and Economics are mainly served by the Social Sciences and Humanities Library. Students in the Department of Legal Studies and Taxation also need to use the Law Library.
Students wishing to use these library facilities, should register at the Enquiry Desk located in Room 127 on the first floor of the building.

Students With Disabilities

The University of New South Wales has a policy of equal opportunity in education and seeks wherever possible to ensure maximum participation of students with disabilities. The University offers a range of assistance: examination support; specialised equipment; educational support; parking provisions; library assistance.

A Resource Guide for students and staff with disabilities and a map showing wheelchair access is available from the Co-ordinator for Disability Support Services, the EEO Unit, the Library, the Student Guild, and the Student Equity Unit. It is advisable to contact the the Co-ordinator for Disability Support Services during the enrolment period, to discuss any support needs.

The the Co-ordinator for Disability Support Services can be contacted on 385 4770 or at the Student Equity Unit, in the East Wing of the Quadrangle Building.

Student Equity

The University of New South Wales is committed to providing an educational environment that is free from discrimination and harassment. Both commonwealth and state anti-discrimination law requires the University not to discriminate against students or prospective students on the following grounds: sex, race/ethnicity, age, disability, sexual harassment, racial harassment, disability harassment, marital status, pregnancy, sexual preference, HIV/AIDS. Also included are acts of vilification on the grounds of: race and HIV/AIDS.

Complaint/Disputes

The University has internal dispute handling procedures to deal with complaints against staff or other students. The Discrimination and Harassment Grievance Procedures are handled by the Student Equity Unit of the Equal Employment Opportunity Unit. Complaints that largely concern academic matters are usually handled through the Head of School.

Advocacy and Support

Students can seek assistance getting disputes resolved, either in relation to discrimination or academic matters. Assistance can be sought from various areas in the University including:

Student Equity Unit; Student Guild Advocacy Service; Student Counselling; Equal Employment Opportunity Unit; Course Co-ordinators; Senior Academic Staff; Heads of School.

Students may be confident that their interests will be protected by the University if a complaint is lodged. This means that students should not be disadvantaged or victimised because they have, in good faith, sought to assert their rights to equal opportunity in education.

Equal Opportunity in Education Policy Statement

Under the Federal Racial Discrimination Act (1975), Sex Discrimination Act (1984), Disability Discrimination Act (1992) and the New South Wales Anti-Discrimination Act (1977), the University is required not to discriminate against students, or prospective students, on the grounds of sex, marital status, pregnancy, race, nationality, national or ethnic origin, colour, homosexuality or disability. Under the University of New South Wales Act (1989), the University declares that it will not discriminate on the grounds of religious or political affiliations, views or beliefs.

University Commitment to Equal Opportunity in Education

As well as recognising its statutory obligations as listed, the University will eliminate discrimination on any other grounds which it deems to constitute disadvantage. The University is committed to providing a place to study free from harassment and discrimination, and one in which every student is encouraged to work towards her/his maximum potential. The University further commits itself to course design, curriculum content, classroom environment, assessment procedures and other aspects of campus life which will provide equality of educational opportunity to all students.

Special Admissions Schemes

The University will encourage the enrolment of students who belong to disadvantaged groups through programs such as the University Preparation Program and the ACCESS Scheme. Where members of disadvantaged groups are particularly under-represented in certain disciplines, the responsible faculties will actively encourage their enrolment.

Support of Disadvantaged Students

The University will provide support to assist the successful completion of studies by disadvantaged group members through such means as the Aboriginal Education Program, the Supportive English Program and the Learning Centre. It will work towards the provision of other resources, such as access for students with impaired mobility, assistance to students with other disabilities, the provision of a parents' room on the upper campus, and increased assistance with English language and communication.

Course Content, Curriculum Design, Teaching and Assessment, and Printed Material

Schools and faculties will monitor course content (including titles), teaching methods, assessment procedures, written material (including study guides and Handbook and Calendar entries) and audiovisual material to ensure that they are not discriminatory or offensive and that they encourage and facilitate full participation in education by disadvantaged people.
Equal Opportunity Adviser Scheme
The University will continue its Equal Opportunity Adviser Scheme for students who feel that they have been harassed or who consider they have been disadvantaged in their education by practices and procedures within the University.

Harassment Policy
The University is committed to ensuring freedom from harassment for all people working or studying within the institution. It will continue to take action, including disciplinary action, to ensure that freedom from harassment is achieved.

Student Clubs and Societies
Students have the opportunity of joining a wide range of clubs and societies. Many of these are affiliated with the Student Guild. There are numerous religious, social and cultural clubs and also many sporting clubs which are affiliated with the Sports Association.

Clubs and societies seeking to use the name of the University in their title, or seeking University recognition, must submit their constitutions either to the Student Guild or the Sports Association, if they wish to be affiliated with either of these bodies, or to the Registrar and Deputy Principal for approval by the University Council.

Accounting Students' Register
The Australian Society of CPAs enables all accounting students to be affiliated to Australia's largest professional accounting body through the ASR. Membership of the ASR offers many services including: access to one of the best accounting libraries in Australia; discount on purchase price of the Members Handbook, which contains the Australian Accounting Standards (a required text); subscription to the Society journal, *The Australian Accountant*; and access to seminars and courses organised by the Society.

For further information and application forms for the Accounting Students’ Register, contact the Education Officer, Australian Society of CPAs, P.O. Box Q290, Queen Victoria Building, Sydney, NSW 2000 or phone (02) 262 6200; or the Society’s Liaison Officer on Campus, Monte Wynder, School of Accounting, Quadrangle 3127, telephone (02) 385 5824.

AIESEC
AIESEC is an organisation of university students interested in creating international and cultural understanding through the development of tomorrow's global citizens - today.

AIESEC achieves this through two main programmes: Our International Exchange Programme and our Global Theme Programme.

Our International Exchange Programme enables us to exchange graduates from over 81 countries to positions in Australia and overseas. Last year over 12 UNSW graduates got the chance to work overseas.

Our Global Theme Programme allows us to run projects on a common theme, currently 'Education Towards International and Cultural Understanding', on over 820 campuses worldwide. This allows AIESEC to not only find solutions to the theme but implement them with relevant bodies. This is truly thinking globally and acting locally.

Involvement in AIESEC can also provide students with extensive experience using business skills, such as marketing, time management, financial and people skills.

For more information on AIESEC and how you can get involved contact:

AIESEC
Student Guild
The University of New South Wales
Sydney 2052 Australia

or in our office, Room 2050, Quadrangle Building
telephone 385-5893 or fax 385-5798.

Banking Students' Register
The Australian Institute of Bankers has a special category of subsidised membership for full-time students enrolled in the Faculty of Commerce and Economics who are interested in financial markets issues and are contemplating a future career in the banking and finance industry.

The benefits of student membership include receiving the AIB Journal, *The Australian Banker*, the opportunity to attend professional development functions organised by the NSW State Committee (66 King Street, Sydney, telephone (02) 262 1249), access to the Institute's library and information on the educational requirements for professional awards offered by the AIB.

Application forms for student membership can be obtained from the Office of the School of Banking and Finance, or by contacting the Institute's Head Office, telephone (03) 9802 5611.

Business Students Association
The BSA is one of the largest clubs available for Commerce and Economics students at the University of NSW, with between 1000 and 2000 members each year.

It provides social activities for students, giving them the chance to make new friends, as well an opportunity to receive advice and support on university life from other students.

The BSA provides career-related events and talks on topical issues in all areas of business, including various subjects such as finance, accounting and marketing.

The BSA is also involved with creating new activities and obtaining sponsorship from a wide range of Australia's leading companies, bringing students in contact with many prospective employers.

For further information please write to:
Business Students Association
Union Box 20A The University of New South Wales
Sydney 2052 Australia
The Economic Society of Australia

Students are eligible for membership of the Economic Society of Australia at a concessional rate through the New South Wales Branch. The Branch’s financial year commences on 1st April and the student subscription rate is $25 per annum compared with a full subscription rate of $68 per annum. This concession applies to full-time students. Application for membership forms are available from the School of Economics office and require the attestation of a University staff member. Membership forms and information about the Society are also available from: The Hon Secretary, The Economic Society of Australia (NSW Branch), PO Box 211, Mosman, NSW 2088. Members receive the Society's journals, The Economic Record and Economic Papers. They may also subscribe at concessional rates to The Australian Quarterly. Meetings are held each month. The Branch holds functions at which current economic topics are discussed.

The Industrial Relations Society of New South Wales

The Industrial Relations Society of New South Wales, formed in 1958, was the first organisation of its type to be formed in Australia.

Its objects are to organise and foster discussion, research, education and publication within the field of industrial relations. From its inception it has been highly successful in furthering its objectives and in bringing together representatives of trade unions, employers and government, the legal profession and academics, all of whom have contributed to the promotion of better industrial relations.

The proven success of the New South Wales Society is reflected by the fact that similar societies have been formed in each of the states of the Commonwealth and also in Papua New Guinea. This has also enabled the formation of a federal body, the Industrial Relations Society of Australia (composed of representatives of state societies) which is affiliated to the International Industrial Relations Association.

There are two branches of the NSW Society. One is located in Newcastle and the other in Illawarra.

Participation in the activities of the Society enables a free exchange of opinions, an understanding of the other person’s point of view, new friendships and personal relations, all being factors designed to create goodwill and understanding in the fields of industrial relations. All members receive a copy of the two monthly Society’s Newsletter and the quarterly publication The Journal of Industrial Relations. Regular activities include luncheons, occasional discussion groups and an annual convention.

Membership fees are payable each financial year and for the 1995/1996 financial year are $26 for bona fide full-time students and $50 for ordinary membership. The precise fee is available on the application form for membership. Enquiries should be addressed to:

The Honorary Secretary Industrial relations Society of NSW GPO Box 4479 Sydney 2001 Tel: (02) 873 1308 Fax: (02) 873 1306

The University of New South Wales Japan Society

The UNSW Japan Society is run by students and is affiliated with CASOC and the Student Guild. Membership is open to all students of Japanese and anyone with an interest in Japanese culture.

The main aims of the Society are to:
1. supplement the Japanese language course by providing students with the opportunity to practise their language skills with native speakers in an informal atmosphere; 2. provide a means of communication outside the classroom between language students and staff; 3. promote better understanding between Japanese and Australian people; 4. keep members informed with regard to Japanese-related events.

Activities are held regularly and are advertised on the School of Asian Business and Language Studies noticeboard, Level 1, Quadrangle Building.

For further information, please contact:
UNSW Japan Society The University of New South Wales Sydney NSW 2052 Australia Telephone (02) 385 5802

Market Research Society of Australia NSW Division

Market research is the systematic collection and objective recording, classification, analysis and presentation of data concerning the behaviour, needs, attitudes, opinions, motivations, etc. of individuals and organisations (commercial enterprises, public bodies, etc.) within the context of their economic, social, political and everyday activities. It includes social research, insofar as this uses similar approaches and techniques in its study of issues and problems not directly connected with the marketing of goods and services. It also includes industrial marketing research and desk research, especially where these are concerned with the acquisition of original data from the field and not simply the secondary analysis of already available data.

The aim of the Society is to encourage the use of scientific method in marketing research and marketing, and to facilitate the acquiring of further professional skills by its members.

Established in Australia in 1955, the Society has over 1200 members in its five State divisions and is growing rapidly. It is the Australian representative of the International Marketing Federation. Its activities include courses, seminars and workshops on marketing research and marketing, and lectures by top Australian and overseas researchers. It publishes a monthly newsletter, and a biannual journal, The Australian Marketing Researcher. At the regular monthly meetings a variety of papers on marketing research is discussed. It also makes available an annual award to marketing students.

A fully affiliated branch of the Society operates on campus as the UNSW Marketing Society (see entry following). It also makes available an annual award to marketing students.

Membership fees are: $25 joining fee, Full $185, Associate $185, Student $75. Address: Market Research Society of
The University of New South Wales
Marketing Society

The UNSW Marketing Society was formed to cater for the specific needs of marketing students. It offers a unique opportunity for marketing students to develop their management and social skills. Each year, the success of the Society depends on the interest of the students themselves. There is no membership fee for the Society. Fund raising helps finance various functions held by the Society, and to facilitate communication of necessary information.

The main objectives of the Society are: 1. to supplement the marketing course by developing close links with industry; 2. to represent marketing students in activities on campus; 3. to sponsor seminars, case studies and visiting guest speakers; 4. to provide an opportunity for marketing students to develop their management and communication skills; and 5. to organise social activities for marketing students and friends.

For further information contact:
The School Of Marketing Office, 3rd floor, John Goodsell Building.

The Marketing Graduates Association

The MGA is open for membership to all UNSW Marketing graduates from both undergraduate and postgraduate degree courses.

Since the inception of the School of Marketing over 2000 degrees have been awarded. By joining the MGA as a graduate you become a member of what has become a very select and influential international body of corporate and social decision makers. The MGA offers the formal mechanism for maintaining the link between all marketing graduates.

The MGA regularly sponsors professional and social meetings. Part of the MGA’s charter is continuing to professional development. Through its link with the School of Marketing members of the MGA can benefit from seminars and discussion of business issues by local and international speakers. Membership of the MGA provides members with access to a widespread and influential network of colleagues who share a unique educational experience.

For membership and fees enquiries please contact:
The Secretary of the Marketing Graduates Association Ms Julie Morgan School of Marketing c/- tel: (02) 385 3652 or by writing to:
School of Marketing The University of New South Wales Sydney NSW 2052 Australia

Statistical Society of Australia: New South Wales Branch

The Statistical Society offers opportunities to exchange ideas with a range of statistical workers who are active in research, teaching, government, commerce, industry and consulting. Student membership is offered to bona fide students. The current subscription for a student member is $37 per annum.

The branch holds Ordinary Meetings each month from April to November, as well as an Annual General Meeting in March. The branch conducts symposia for the study and discussion of particular statistical techniques or of statistical methods in a specialised field. In 1996 and every second year the Society holds its Australian Statistical Conference. Branch members pay reduced rates for attendance at both the symposia and the conferences.

Annual scholarships of up to $1,000 each are awarded to students enrolled in a fourth year honours course in statistics.

Members of the branch receive The Australian Journal of Statistics (3 issues per year) and the Society's Newsletter (4 issues per year).

Requests for further information and for Application for Membership forms should be sent to the Honorary Secretary, Jennifer Kelly, AGB McNair, PO Box 507, North Sydney, NSW 2059, telephone (02) 9911 7312, facsimile (02) 9959 4947.

General Education Program

UNSW requires that all undergraduate students undertake a structured program in general education as an integral part of studies for their degree. The University believes that a General Education complements the more specialised learning undertaken in a student’s chosen field of study and contributes to the flexibility which graduates are increasingly required to demonstrate. Employers repeatedly point to the complex nature of the modern work environment and advise that they highly value graduates with the skills provided by a broad general education, as well as the specialised knowledge provided in more narrowly defined degree programs. As well, over many years graduates of this University have reported that they greatly valued their General Education studies, which are found to be relevant to both career and personal development.

The General Education Program at UNSW intends to broaden students' understanding of the environment in which they live and work and to enhance their skills of critical analysis.

Objectives of the General Education Program

The following objectives were approved by the Council of the University in December 1994.

1. To provide a learning environment in which students acquire, develop, and deploy skills of rational thought and critical analysis.

2. To enable students to evaluate arguments and information.
3. To empower students to systematically challenge received traditions of knowledge, beliefs and values.

4. To enable students to acquire skills and competencies, including written and spoken communication skills.

5. To ensure that students examine the purposes and consequences of their education and experience at University, and to foster acceptance of professional and ethical action and the social responsibility of graduates.

6. To foster among students the competence and the confidence to contribute creatively and responsibly to the development of their society.

7. To provide structured opportunities for students from disparate disciplines to co-operatively interact within a learning situation.

8. To provide opportunities for students to explore discipline and paradigm bases other than those of their professional or major disciplinary specialisation through non-specialist subjects offered in those other areas.

9. To provide an environment in which students are able to experience the benefits of moving beyond the knowledge boundaries of a single discipline and explore cross- and interdisciplinary connections.

10. To provide a learning environment and teaching methodology in which students can bring the approaches of a number of disciplines to bear on a complex problem or issue.

General Education Requirements

The basic General Education requirements are the same for students in all courses:

- Four (4) session length subjects carrying a minimum of 7.5 credit points each or their equivalent, in combinations of session length and year long subjects;
- An additional fifty-six (56) hours of study which foster acceptance of professional and ethical action and social responsibility. This fifty-six hours of study may be distributed throughout the course, or exist as a separate subject, depending on the course.

Because the objectives of General Education require students to explore discipline and paradigm bases other than those of their professional or major disciplinary specialisation, all students are excluded from counting subjects toward the fulfillment of the General Education requirement, which are similar in content or approach to subjects required in their course.

Each Faculty has responsibility for deciding what subjects are not able to be counted towards the General Education requirement for their students. In most cases, this means that subjects offered by the Faculty in which a student is enrolled, or subjects which are a required part of a course even though offered by another Faculty, are not able to be counted toward the General Education requirement.

Students should consult the General Education Handbook for detailed information about what subjects may and may not be taken to fulfil the General Education requirements for each course offered by the Faculty. The General Education Handbook is freely available from all Faculty Offices.

Additional information for undergraduate students who first enrolled before 1996

Transitional arrangements

It is intended that no student will be disadvantaged by the change to the new General Education Program. The old Program had specific requirements to complete four session length subjects (or their equivalent) in designated categories A and B. The new General Education Program does not categorise subjects in the same way.

As a result, students who enrolled prior to 1996 will be given full credit for any General Education subjects completed up to the end of Session two 1995.

From the summer session of 1995-96, students will be required to satisfy the unfilled portion of their General Education requirement under the terms of the new Program.

The exemption of General Education requirements for some double or combined degree programs will continue to apply for students who enrolled in these exempt courses prior to 1996.
Information on Schools and Disciplines

The Faculty of Commerce and Economics includes the Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems, and Marketing.

School of Accounting

Head of School
Professor K. T. Trotman

Administrative Officer
Colin Withers

One of the objectives of the School of Accounting is the provision of undergraduate and postgraduate programs at varying levels, which address the educational needs of the accounting profession, industry, commerce and the public sector. The programs provide a context for study of present professional methods and standards and perspectives for exploring possible innovations. Students are encouraged to think clearly, critically and imaginatively about accounting and financial management and the contexts in which they are practised. Students are imbued with a sense of professionalism, and the capacities for leadership in their chosen field of practice. Accounting work is conducted in the following specialist fields of practice.

Auditing: Within diverse and evolving contexts of accountability, auditing refers to the examination, verification and evaluation of, and the reporting on financial or managerial processes, systems or outcomes in organisational settings, and management of the auditing function.

External Reporting: Refers to that area of accounting work concerned, in complex and changing contexts, with the design and operation of information and reporting systems directed to parties external to an organisation, and with the management of the function.

Insolvency and Reconstruction: Refers to that area of work which is concerned, in dynamic, stressed and pressing contexts, with: advising on, or reconstructing organisations which are under performing, potentially insolvent or insolvent; the winding-up of organisations which are insolvent; and reporting on the conduct and outcome to interested parties.

Management Accounting: Refers to processes and technologies designed to secure the effective use of organisational resources, in diverse, dynamic and competitive contexts.

Taxation: Taxation work performed by accountants involves designing, operating and evaluating systems of taxation management, in rapidly changing and globally competitive contexts.

Treasury: Refers to that area of work concerned, in changing, global contexts, with the management of financial risk for organisations, and with the management of the function.

For students who wish to prepare for professional practice in Accounting a sample course program follows. (See also the later section on 'Professional Recognition of Courses Offered by the Faculty of Commerce and Economics'.) This program plan incorporates a single major in Accounting with a minor in Commercial Legal Studies. Some of the subjects might be reorganised to suit a student's individual timetable.

Year 1

Session 1
ACCT1501 Accounting and Financial Management 1A
ECON1101 Microeconomics 1
ECON1202 Quantitative Methods A
LEGT7711 Legal Environment of Commerce

Session 2
ACCT1511 Accounting and Financial Management 1B
ECON1102 Macroeconomics 1
ECON1203 Quantitative Methods B
INFS1602 Computer Information Systems 1

Year 2

Session 1
ACCT2522 Accounting and Financial Management 2A
LEGT7721 Legal Transactions in Commerce
FIN2613 Business Finance
Option

Session 2
ACCT2542 Accounting and Financial Management 2B
LEGT7741 Business Entities
Option
Option
The School of Asian Business and Language Studies

Head of School
Associate Professor W. R. Purcell

Administrative Assistant
Masako Ogawa, BA WATT, BA (Hons) Macq

The study of Asian languages, cultures and business practices has become increasingly important to Australia's economic future. The shift in focus of the international economy to Asia, and Australia's geographic proximity to the region, means that Australia's future is now inextricably linked to developments in Asia. As a result, the development of an Asia-literate population has become a national priority and a prerequisite for Australia's successful interaction with the region. Consequently, the demand for Asia-literate and Asian language-speaking graduates is high, particularly in the areas of banking and finance, information technology, law, hospitality management, education, accounting, property and trade and investment-related services. Japan is Australia's largest trading partner and supplier of capital, as well as being a major source of tourists. Korea is also one of Australia's major trading partners and the recent spectacular growth of the Korean economy is likely to open up further substantial opportunities over the next decade.

The School of Asian Business and Language Studies offers both Japanese and Korean language and area studies instruction to students studying in the Faculty. Students in the BCom are able to combine a major sequence in Japanese Studies in conjunction with all disciplines taught in the Faculty. Students in the BEc program are also able to undertake a joint major in Economics, Econometrics or Economic History and Japanese Studies. An Honours course in Japanese Studies is available within the BCom program. Students in the BCom and BEc programs are able to include up to 3 years of study in Korean language within their degrees.

School of Banking and Finance

Head of School
Professor I. G. Sharpe

Administrative Assistant
Inge Mayne

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. It is concerned with investment decisions (for example portfolio selection), 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 minimize the damaging effects of adverse movements in share prices, interest rates, exchange rates, and other uncertainties.

A student may specialise in Finance or combine Finance with other disciplines of the faculty, Mathematics or Law. Depending on the program selected, Finance provides training for a wide range of vocations including: 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; and management consultants and takeover specialists in corporate advisory divisions of merchant banks, public accounting firms, and management consulting firms.

Deregulation of Australia's financial system has increased the demand for finance graduates, while students with double majors in Finance and Accounting, Economics, Information Systems, Marketing or Japanese Studies have good long-term career prospects.

School of Business Law and Taxation

Head of School
Associate Professor A.L Terry

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 subjects addressing areas of law relevant to students in the Faculty of Commerce and Economics.

The subjects offered by the School fall into three broad categories: "foundation" subjects which expose students from all disciplines in the Faculty to a broad general education in the legal environment and regulation of commerce; "professional" subject which are recognised by the Australian Society of CPAs and the Institute of Chartered
Accountants in Australia for admission to those bodies; “specialist business law” subjects relevant to disciplinary streams within the Faculty.

At the undergraduate level the School offers a co-major in Commercial Legal Studies. At the graduate level the School offers MCom specialisations in Taxation and in Commercial Legal Studies.

The School's mission is different to that of a Law School - it is neither a greater nor a lesser mission, but it is a different one which 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, innovative, regional in its focus and which adds value to the disparate disciplines which comprise “commerce” by teaching research areas relevant to the Faculty.

School of Economics

Head of School
Professor R. A. Bewley

Executive Assistant to Head of School
Dr. David Meredith

The School of Economics offers full-time and part-time courses leading to the degrees of Bachelor of Commerce and Bachelor of Economics with specialisations in economics, econometrics or economic history.

The School undertakes the majority of teaching in the Bachelor of Economics Degree, and an important part of the Bachelor of Commerce core. The study of economics, as part of the BCom degree, has built up a reputation of combining an excellent academic standard with practicality and flexibility. Our offerings in the BCom give students the upmost amount of choice so they can select options that complement their career paths. Students can proceed with a minor or single major in business economics, business statistics or economic history, or they may combine two of these as a double major or any one with other disciplines of the faculty as a double major.

The Bachelor of Economics degree gives a solid grounding in economic analysis and quantitative techniques. The Bachelor of Economics allows students to do a single major in economics, econometrics or economic history, or any of these may be combined with each other or other disciplines of the faculty as a double major.

The core requirements of the Bachelor of Economics courses comprise three years of training in modern economic analysis, instruction in quantitative methods and techniques, an in-depth analysis of economics or econometrics and, in most cases, some exposure to economic history. The specialisation in economics provides a basic training in economics which is suitable for a wide range of careers in the private and public sectors of the economy.

In all specialisations, students who have a good academic record are encouraged to apply for enrolment in the Honours program. This requires an additional year of study. Students who wish to become professional economists, econometricians or economic historians are strongly advised to take the Honours course. Potential Honours students should discuss this option with their respective Head of Department.

School of Industrial Relations and Organisational Behaviour

Head of School
Professor M. Quinlan

Administrative Assistant
Terry O'Callaghan

Industrial Relations is concerned with the wide range of issues and problems arising from the context of work in modern society. It focuses on the conventions and laws governing work relationships, and the way these are affected by the values of the larger society within which labour and management function.

The industrial relations institutions and procedures of a country reflect its economic, social, political and legal history, as well as the contemporary way of life of the people who relate to one another as employee and employer. The industrial relations program, therefore, is designed on a multi-disciplinary social science basis to foster an appreciation of the many important questions which arise for the individual, trade unions, employers and governmental bodies in respect of work.

The specialisation in industrial relations provides a basic training suitable for a wide range of modern vocations, such as industrial advocacy or research with trade unions and employer organisations, as well as careers as industrial relations or labour policy specialists with government bodies and international labour organisations.

The specialisation in human resource management provides a strong grounding in the policies and processes involved in managing people. These policies are increasingly being influenced by corporate strategy and business plans and are often seen as the key to enhancing organisational productivity. However, for these policies to be effective, it is essential to understand the way the dynamics within organisations influence the way policies are implemented. It is also imperative to understand how the legislative, social and political constraints affect the way these policies are developed and operate in practice.

A major or minor in human resource management provides a strong basis for anyone who is involved in managing people in work or non-work organisations. Specialists in human resource management are increasingly sought after in private and public sector organisations.

A sequence of subjects in human resource management makes an excellent combination with industrial relations.

The courses in Organisational Behaviour bring together the findings and techniques of individual, social and industrial psychology, sociology and other major social sciences in understanding human behaviour in organisations and the role of private, public and voluntary organisations in modern society.

The structure, functions and design of complex organisations, their management, the ways in which they change in response to external and internal forces, the significance of technology and culture and methods of managing change are some of the major issues dealt with. The courses constitute a significant adjunct and complement to more technical studies e.g. accounting, finance, information systems, economics, marketing, industrial relations, and...
contribute to a broader appreciation of problems and methods of general and functional management.

School of Information Systems

Head of School
Associate Professor R. H. Edmundson

Administrative Assistant
Millie Mark

Information Systems is concerned with planning, analysis, design and operation of computerised systems used to process information in commerce, industry, government and research organisations. The data processing needs of the organisation are studied by systems analysts. Solutions to these needs, generally involving computerised equipment, are determined, and systems of processing information are designed and implemented.

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

A new initiative of the School is the introduction of the Information Systems and Management Co-op Program. This is an industry linked education course leading to the award of the Bachelor of Commerce degree. The course gives students the skills, qualifications and opportunities in the area of business management, the use of information systems, commercial practice and the application of information systems to business opportunities. The course combines the normal requirements for the degree with coordinated experience in the sponsoring organisations. In this program students can combine the compulsory major study in information systems with another approved major or minor area of study. Admission to the program is through the scholarship selection procedures administered by the University Co-op Office.

School of Marketing

Head of School
Associate Professor G. Holmes

Administrative Officer
Nadia Withers

Marketing is a management discipline concerned with exchange processes involving organisations and individuals.

The School of Marketing offers undergraduate courses leading to the award of the degrees of Bachelor of Commerce and Bachelor of Economics for undergraduates with a special interest in and aptitude for marketing positions.

The content of the marketing course includes not only the general field of marketing but also the related disciplines of economics, accounting, psychology, sociology and mathematics. The course is broadly based in a number of disciplines in order to give the prospective marketing executive a comprehensive training that will reflect the practice of marketing in both the private and public sectors. The Honours year deals with more advanced developments in marketing, and students are required to prepare a thesis.

Graduates find careers in marketing research, marketing management, retailing, wholesaling and a host of other business activities, as well as in government and education. Those primarily interested in statistical analysis in market research will probably have availed themselves of the option to do extra work in mathematics.

A specialist four year undergraduate degree course in marketing and hospitality management was introduced in 1989. This course adds hospitality management subjects to the full range of marketing subjects. These additional subjects include human resource management, tourism and hospitality law, together with hospitality management for hotels, resorts and restaurants. Students are provided with practical training at TAFE as part of the course, and are required to undertake studies in another language, adding to the richness of the degree. Graduates will find careers in major hotels and resorts, both in general management as well as in marketing.

Professional Recognition of Courses Offered by the Faculty of Commerce and Economics

The degree courses offered by this Faculty are recognised by professional organisations in accordance with the details set out below:

The Australian Society of CPAs

The Australian Society of CPAs has accepted this University as an approved tertiary institution for the purpose of the Society's membership qualifications.

Associate membership of the Society requires an accredited undergraduate degree with a major in accounting. Students who commence recognised courses after 1st January 1991 must also:

Pass acceptable examinations in auditing, Australian business law and Australian income taxation, or

Pass a coherent group or sequence of subjects in one of the following disciplines:

- finance
- management accounting
- information technology or
- other approved combination.

Students are advised to confirm membership requirements with the Society.
Graduates who commenced the MCom course in Professional Accounting prior to 1991 are eligible for associate membership of the Australian Society of CPAs on completion of professional requirements. Graduates commencing the course in 1991 or later are advised to contact the Society in writing for current requirements.

The MCom degree in auditing, external reporting, management accounting, taxation or treasury is recognised as the postgraduate study requirement for specialist designation in the appropriate discipline.

Students seeking professional recognition are also advised to contact the Society in writing for current requirements.

Students commencing courses in 1993 or later, should note that conceded passes are not accepted in units required for Society Membership unless a further unit has been passed in the same subject area. For example, a conceded pass will be accepted in Accounting and Financial Management 1A and 1B because other accounting units follow. However, a conceded pass will not be accepted in Accounting and Financial Management 3A, 3B or Auditing.

The Institute of Chartered Accountants in Australia

Graduates who have completed the Bachelor of Commerce degree course are eligible under the Institute's new admission requirements to enter the 'Professional Year' leading to membership, provided they have included in their course the following subjects:

- ACCT2522 Accounting and Financial Management 2A or ACCT2532 Accounting and Financial Management 2A (Honours)
- ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours)
- ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours)
- ACCT3583 Accounting and Financial Management 3B or ACCT3593 Accounting and Financial Management 3B (Honours)
- ACCT3708 Auditing or ACCT3718 Auditing (Honours)
- FINS2613 Business Finance
- INFS1602 Computer Information Systems 1
- LEGT7711 Legal Environment of Commerce
- LEGT7721 Legal Transactions in Commerce
- LEGT7741 Business Entities
- LEGT7751 Taxation Law

Students undertaking the combined Bachelor of Commerce/Bachelor of Laws Course should substitute the following six subjects for the last four subjects listed above.

- LAWS1420 Contracts
- LAWS2140 Public Law
- LAWS4010 Business Associations 1
- LAWS4020 Business Associations 2
- LAWS4440 Elements of Income Tax Law
- LAWS4450 Advanced Revenue Law

Students are also advised to contact the Institute in writing for current requirements.

The Institute of Chartered Secretaries and Administrators

The Institute of Chartered Secretaries and Administrators grants the maximum recognition permitted by its regulations. Graduates of the Bachelor of Commerce (Accounting) are granted exemption from twelve of the fifteen subjects prescribed in the Institute's examination syllabus, provided they include in their course the required subjects as set down in the Institute's information sheet covering exemptions granted to Universities and teaching bodies in New South Wales.

To satisfy the educational criteria, an applicant must:

(a) hold a relevant undergraduate degree, i.e. one with a major in at least one of the following four areas: Accounting, Information Systems/Computing, Economics/Finance, Marketing

and:

(b) have included or additionally passed at least one unit in each of the following three areas: Strategic Management, Financial Management, Corporate Law.

These units must be accredited by the Institute, whether offered within an undergraduate degree or diploma.

Students are also advised to contact the Institute in writing for any changes in current requirements. Applicants for membership forms are available from the Registrar, GPO Box 1594, Sydney 2001. Applicants are to provide details of their work experience, academic qualifications and an application fee.

Institute of Corporate Managers, Secretaries and Administrators

This ICMSA 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 ICMSA members also belong.

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

For details of accredited subjects and student membership contact Dr John Nelson, National Education Manager, ICMSA, 70 Castlereagh Street, Sydney (telephone: 223 5744).

The Australian Computer Society

The Australian Computer Society recognises that students who have completed the requirements for the award of the Bachelor of Commerce degree have achieved the standard of knowledge required for Level 1 entry to membership if they have included in their course any six (6) subjects from INFS1602 Computer Information Systems 1, INFS2603 Systems Analysis and Design, INFS2607 Business Data Networks, INFS3605 Software Engineering, INFS3608 Advanced Database Systems, INFS3611 Advanced Analysis and Design, INFS4805 Information Systems Auditing. In addition the Society recognises that students who have successfully completed any four or five of the above sub-
jects have achieved the standard required for Level 2 entry to membership and successful completion of any three subjects from the above list for Level 3 entry. Students who have completed the Master of Commerce degree course are recognised as having achieved the standard of knowledge required for Level 1 entry if they have successfully completed any five subjects from:

- INFS3605 Software Engineering
- INFS3608 Advanced Database Systems
- INFS3611 Advanced Analysis and Design
- INFS5905 Information Systems Auditing
- INFS5953 Information Systems Management
- INFS5983 Business Data Communications
- INFS5986 Research Topics in Information Systems 1
- INFS5987 Research Topics in Information Systems 2
- INFS5988 Business Information Systems
- INFS5989 Information Systems Design
- INFS5991 Decision Support Systems

and for Level 2 if they have included in their course any three or four of the subjects listed.

The Securities Institute of Australia

The Securities Institute of Australia grants exemptions from certain units leading to associate membership of the Institute to graduates who have completed finance subjects offered in the BCom, BEc or MCom degree courses. Applications for registration, exemption or admission should be made direct to Institute.

The Australian Institute of Banking and Finance

The educational requirements for Senior Associateship* will be satisfied upon graduates being awarded either:

1. Any BCom or BEc degree
   or

2. The Master of Commerce Degree in Finance, Treasury or Banking.

* Senior Associateship also requires a minimum of two years' employment in the banking and finance industry. Students are also advised to contact the AIB for current requirements.

The Financial Planning Association of Australia

The Financial Planning Association of Australia allows exemptions in their Diploma of Financial Planning course for students who successfully complete:

- FINS3631 Risk and Insurance
  and
- LEGT7751 Taxation Law
The program numbers and corresponding course titles are listed as a guide for enrolment purposes. Students must nominate a course of study and program code at enrolment time. Subject to the Rules appearing below, students may change specialisations throughout their degree.

The program codes and combinations of majors listed are a guide only and may be subject to alteration.

### BCom

**Course Code 3502**

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**BCom**

*Course Code 3571*

Marketing and Hospitality Management (Pass)

**BEc**

*Course Code 3543*

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#### Combined Commerce/Law, Economics/Law and Commerce/Science Courses

- 4732 Bachelor of Commerce (Accounting)/Bachelor of Laws
- 4735 Bachelor of Commerce (Finance)/Bachelor of Laws
- 4750 Bachelor of Commerce (Industrial Relations)/Bachelor of Laws
- 4736 Bachelor of Commerce (Information Systems)/Bachelor of Laws
- 4710 Bachelor of Commerce (Marketing)/Bachelor of Laws
- 4745 Bachelor of Economics/Bachelor of Laws
- 3998 Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics)

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### Rules Governing the Award of the Degrees of Bachelor of Commerce and Bachelor of Economics

For rules relating to courses which are no longer offered to new students, please refer to earlier Faculty Handbooks. Copies of these rules are also available from the Faculty of Commerce and Economics Students Centre.

#### Rule 1 - Pass and Honours Degrees

The degrees of Bachelor of Commerce or Bachelor of Economics may be conferred as a Pass degree or as an Honours degree. There shall be three classes of Honours, namely Class 1, Class 2 in two Divisions and Class 3. In cases of superior academic performance throughout the course, the Pass degree will be conferred with merit.

#### Rule 2 - Disciplinary Minors

Students not completing the requirements of two majors in the Bachelor of Commerce degree must choose options so that they complete a 'disciplinary minor' in a discipline other than their major. All students satisfying the requirements of the Bachelor of Economics degree automatically satisfy 'disciplinary minor' requirements in Econometrics. A 'disciplinary minor' is defined as four approved session units, or equivalent value for subjects taught outside of the faculty, of which no more than two may be first year units.

#### Rule 3 - Transfer Between Degrees

Candidates are admitted to the Bachelor of Commerce, the Bachelor of Commerce (Marketing and Hospitality Management), the Bachelor of Commerce (Finance)/Bachelor of Science (Maths), or the Bachelor of Economics course. There is no automatic transfer between these courses. Candidates may seek to transfer between courses and decisions will be made by the Faculty Admissions Committee.

#### Rule 4 - Assessable Hours

Normal workload expectations for each degree are a minimum of 10 hours per week per unit, including class contact hours, preparation and time spent on all assessable work.
Rule 5 - Passing in a Subject

Where, in the following rules, reference is made to the requirement that a candidate shall pass a subject, the requirement shall be construed as meaning that the candidate shall:

(1) attend such lectures, seminars and tutorials as may be prescribed in that subject;
(2) complete assignments, laboratory work, other set work and an examination or examinations by the prescribed dates to the satisfaction of the Head of the Teaching Unit concerned.

Rule 6 - Minimum Time for Completion

A candidate enrolled in a full-time course may not complete the requirements for the Pass degree in less than six sessions or the Honours degree in less than eight sessions. A candidate enrolled in a part-time course may not normally complete the requirements for the Pass degree in less than twelve sessions or the Honours degree in less than fourteen sessions, provided that these periods may, with the consent of the Head of the Teaching Unit, be reduced to ten sessions and twelve sessions respectively in exceptional cases.

Rule 7 - Normal Program

Except in exceptional circumstances, a candidate must enrol in a minimum of two subjects per session, and will not be permitted to enrol for more than four subjects.

Rule 8 - Nomination of Program

A candidate must nominate on the enrolment form the specialisation intended when enrolling for the first year. A candidate may change from one program to another but not more than once per year. The change requires the approval of the course authority and unless it is a transfer of a candidate from one program to another in the same discipline, or from an Honours program to the Pass program, the change must be completed before enrolment is finalized for the particular year.

Rule 9 - Course Requirements

Bachelor of Commerce 3502, 3571
To complete the requirements for the award of the degree of Bachelor of Commerce:

1. A student must complete and pass 24 units for the Pass degree.
2. Each student must pass the following six core units:
   - ACCT1501 Accounting and Financial Management 1A
   - ACCT1511 Accounting and Financial Management 1B
   - ECON1101 Microeconomics 1
   - ECON1102 Macroeconomics 1
   - ECON1202 Quantitative Methods A
   - ECON1203 Quantitative Methods B
3. Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfill the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics.

Substitution Students may seek approval to substitute any subject offered by faculties, other than the Faculty of Commerce and Economics, for which they have the prerequisite, in partial fulfillment of their General Education requirement, up to a maximum of 56 hours. Substituted subjects may not count as both options in the Bachelor of Commerce or Bachelor of Economics programs and as substitutes for General Education subjects.

Students who enrolled in 1995 or earlier Students who undertook subjects to fulfill the Faculty’s General Education requirements in 1995 or previous years will be credited with these subjects for the purpose of meeting the Faculty’s current General Education rules.

4. Each student must include the following in their degree program:

4.1 either a major of at least eight units in an approved disciplinary stream and a minor of at least four units in an approved disciplinary stream; or
4.2 a double major of fourteen units, consisting of at least seven units in each of two approved disciplinary streams
5. In addition to the pass degree requirements the award of a degree with Honours requires:
5.1 the completion of at least eight units (single major) or seven units (double major) in a disciplinary stream specified as necessary preparation for fourth year studies, and
5.2 the completion of four specified units in fourth year in one of these disciplines, and a thesis that is the equivalent of two units.

Honours studies may proceed in more than one disciplinary stream prior to fourth year. In the fourth year, Honours may be taken in one discipline only.

6. Approved disciplinary streams are listed hereafter:

Approved Disciplinary Streams (Pass)
Accounting
Accounting Co-op Program*
Business Economics
Business Statistics
Commercial Legal Studies*
Economic History
Finance
German Studies†
Human Resource Management
Hospitality Management†
Industrial Relations
Information Systems
Information Systems and Management Co-op Program
Japanese Studies*
Japanese Studies (Advanced Program)*
Law**
Marketing
†Available as a single major or combined with Finance or Business Economics only
‡Not available as a single major, but as a co-major only
††Available only as a co-major integrated Program with Marketing
**Available to combined Law students only, for the purpose of satisfying disciplinary minor requirements
Approved Disciplinary Streams (Honours)

To the end of fourth year:
- Accounting
- Finance
- Human Resource Management
- Industrial Relations
- Information Systems
- Japanese Studies
- Japanese Studies (Advanced Program)
- Marketing

Bachelor of Economics 3543

To complete the requirements for the degree of Bachelor of Economics:

1. A student must complete and pass 24 units for the Pass degree.
2. Each student must pass the following six core units:
   - ACCT1501 Accounting and Financial Management 1A
   - ACCT1511 Accounting and Financial Management 1B
   - ECON1101 Microeconomics 1
   - ECON1102 Macroeconomics 1
   - ECON1202 Quantitative Methods A
   - ECON1203 Quantitative Methods B
3. Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfill the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics.

Substitution Students may seek approval to substitute any subject offered by faculties, other than the Faculty of Commerce and Economics, for which they have the prerequisite, in partial fulfilment of their General Education requirement, up to a maximum of 56 hours. Substituted subjects may not count as both options in the Bachelor of Commerce or Bachelor of Economics programs and as substitutes for General Education subjects.

Students who enrolled in 1995 or earlier Students who undertook subjects to fulfill the Faculty's General Education requirements in 1995 or previous years will be credited with these subjects for the purpose of meeting the Faculty's current General Education rules.

4. Each student must include the following in their degree program:
   4.1 either a major of at least ten units in the Economics, Econometrics or Economic History disciplinary streams (including units taken as core studies);
   4.2 or a double major of fifteen units, with at least eight units in one of the Economics, Econometrics or Economic History disciplinary streams, and at least seven units in another approved disciplinary stream.
5. In addition to the pass degree requirements the award of a degree with Honours requires:
   5.1 the completion of at least ten units (single major) or eight units (double major) in the Economics, Econometrics or Economic History disciplinary streams specified as necessary preparation for fourth year studies, and
   5.2 the completion of four specified units in fourth year, and a thesis that is the equivalent of two units.

Honours studies may proceed in more than one disciplinary stream prior to fourth year. In the fourth year, Honours may be taken in the Economics, Econometrics or Economic History disciplinary streams only, or a combined Honours program in Economics and Econometrics may be taken.

6. Approved disciplinary streams are listed hereafter:

Approved Disciplinary Streams (Pass)
- Accounting
- Marketing
- Economics
- Econometrics
- Economics/Econometrics
- Economic History
- Finance
- Human Resource Management
- Information Systems
- Japanese Studies
- Japanese Studies (Advanced Program)

Available only as a co-major integrated program with Economics

*Not available as a single major, but as a co-major only

Approved Disciplinary Streams (Honours)

To the end of third year:
- Accounting
- Finance
- Human Resource Studies
- Industrial Relations
- Information Systems
- Japanese Studies
- Japanese Studies (Advanced Program)
- Marketing

To the end of fourth year:
- Economics
- Econometrics
- Economics/Econometrics
- Economic History

Rule 10 - Honours Degree

Upon completion of first or second years of a full-time course or the corresponding stages of a part-time course, a candidate may make a written application to the Head of the Teaching Unit concerned for permission to enrol for an Honours degree. When such permission is granted but a candidate's later performance is unsatisfactory, permission to continue as an Honours student may be withdrawn and the student may proceed to an appropriate Pass degree.

A person on whom the Pass degree of Bachelor of Commerce or Bachelor of Economics has been conferred shall not be admitted to candidature for the Honours degree of Bachelor of Commerce or Bachelor of Economics, except...
with special permission on the recommendation of the Head of the Teaching Unit.

**Rule 11 - Credit for Subjects Passed at Another University**

Subject to the University rules governing admission with advanced standing, subjects passed at another university may be counted towards fulfilling the requirements of the degree but, in general, not more than four subjects studied for a year or equivalent which are already counted for another degree may be counted towards the requirements for the Bachelor of Commerce or Bachelor of Economics. Advanced standing will not normally be granted for subjects completed more than 7 years before the date of admission of the applicant, except with the approval of the Head of the Teaching Unit.

**Rule 12 - Options**

Subject to the requirements of the individual programs, students may choose options from any approved subject taught in the University. The approval for subjects (other than General Education electives) to count as options is given by the course authority. Heads of the Teaching Units, in exceptional circumstances, vary subjects in prescribed programs. Apart from service courses for other faculties, all subjects offered by the Faculty of Commerce and Economics will be automatically approved as options save that no subject can be counted both as an option and as a prescribed subject.

**Rule 13 - Order of Progression of Subjects**

It is expected students shall undertake core subjects in the equivalent of their first year. It is expected failed subjects will be repeated in the first session in which it is next offered.

**Rule 14 - Prerequisite and Corequisite Requirements**

Except in exceptional circumstances, a candidate shall not enrol in any subject without having satisfied the prescribed prerequisite or corequisite requirements.

---

**Disciplinary Streams**

**Accounting**

Select sufficient subjects to make up minor, co-major or single major requirements, or select single subjects as options, as appropriate.

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
<th>Prerequisite</th>
<th>Session</th>
<th>HPW</th>
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<tr>
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<td>Auditing</td>
<td>ACCT2542 or ACCT2552</td>
<td>1 or 2</td>
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</table>
Subject ID  Subject Name                                      Prerequisite                                      Session  HPW
ACCT3718  Auditing (Honours)                                ACCT2542 or ACCT2552 or with the approval of the Head of School Excluded: ACCT3708 1 or 2  L2 T2
ACCT4805  Global Accounting Issues                         ACCT3563 or ACCT3573                              2  L3
ACCT4818  Advanced Auditing Technologies                   ACCT3708 or ACCT3718                              Not offered 1996
ACCT4820  Contemporary Issues in Management Accounting     ACCT2522 or ACCT2532                              2  L3
ACCT4832  Public Sector Accounting and Financial Reporting ACCT2542 or ACCT2552                              1  L3

Accounting Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

Required
Prior to Year 4

ACCT2532  Accounting & Financial Management 2A (Honours)  ACCT1511 Excluded: ACCT2522 1  L2 T2
ACCT2552  Accounting & Financial Management 2B (Honours)  ACCT1511 Excluded: ACCT2542 2  L2 T2
ACCT3573  Accounting & Financial Management 3A (Honours)  ACCT2552 Excluded: ACCT3563 1  L2 T2.5
ACCT3593  Accounting & Financial Management 3B (Honours)  ACCT2532 Excluded: ACCT3583 2  L2 T2.5
ACCT3718  Auditing (Honours)                              ACCT2542 or ACCT2552 or with the approval of the Head of School Excluded: ACCT3708 1 or 2  L2 T2

Year 4

ACCT4794  Thesis (Accounting)                              Admission to BCom degree course at Honours level majoring in Accounting 1 or 2  n.a.
ACCT4851  Current Developments in Accounting Research - Financial Admission to BCom degree course at Honours level majoring in Accounting 1  L3
ACCT4852  Current Developments in Accounting Research - Managerial Admission to BCom degree course at Honours level majoring in Accounting 1  L3
ACCT4897  Seminar in Research Methodology Admission to BCom degree course at Honours level majoring in Accounting 1  L3

plus one Honours Option chosen from:
ACCT4804  Development of Accounting Thought Admission to BCom degree course at Honours level majoring in Accounting Not offered 1996
ACCT4809  Current Developments in Auditing Research Admission to BCom degree course at Honours level majoring in Accounting 2  L3
ACCT 4867  Special Topic in Accounting ACCT4897 Note: must consult Head of School 1 or 2  n.a.
Accounting Co-op Program

This Program is available as a single major or combined with Finance or Business Economics in the BCom degree only.

Entry to the Program is at first year only, and through the scholarship selection procedures administered by the Co-op Program Office.

This is a four year degree program.

<table>
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<td>ACCT8691</td>
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<td>ACCT8692</td>
<td>Industrial Training 2</td>
<td>ACCT8691</td>
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<td>ACCT8693</td>
<td>Industrial Training 3</td>
<td>ACCT8692</td>
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Subject List

Select sufficient subjects to make up co-major or single major requirements, as appropriate.

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<td>L2 T2</td>
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<td>L2 T1.5</td>
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<tr>
<td>ACCT4818</td>
<td>Advanced Auditing Technologies</td>
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<tr>
<td>ACCT4820</td>
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<td>ACCT4832</td>
<td>Public Sector Accounting and Financial Reporting</td>
<td>ACCT2542 or ACCT2552</td>
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</table>
Asian Studies (BEC students only)

This Program is available only as a co-major integrated Program with Economics.

Required

(i) Students must enrol in and pass enough language units to reach a standard equivalent to intermediate level. If a student has satisfactory HSC competence in the language this will require two units, if not four. In the case of the Japanese language, students entering without HSC competence should enrol in four consecutive core units of Japanese beginning with JAPN1000 Japanese Communication 1A. Students entering the Japanese language program with HSC, or above, competence will be admitted to a suitable level, subject to a placement test.

(ii) Students must enrol in and pass at least six units relating to a particular country or group of countries as approved by the Head of School. These may include language units and must include at least two economics units, one of which may be ECON2305 Modern Asian Economic History.

Business Economics (BCom students only)

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<td>ECON1102 Macroeconomics 1</td>
<td>ECON1101</td>
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</table>

Options (may be selected from List A or List B)

To satisfy either single or double major requirements, at least two Options must be chosen from List B.

List A

- ECON2101 Microeconomics 2
- ECON2102 Macroeconomics 2
- ECON2103 Business and Government
- ECON2104 Australian Macroeconomic Policy
- ECON2105 Economics of the Corporation
- ECON2106 Post-Keynesian Political Economy
- ECON2107 The Economics of Information and Technology
- ECON2108 Industry Economics and Australian Industrial Policy
- ECON2109 Economics of Natural Resources
- ECON2110 Alternative approaches to Economics
- ECON2111 The Economics of Global Interdependence
- ECON2112 The Development of Modern Economics
- ECON2115 Japanese International Economic Relations
- ECON2116 Japanese Economic Policy
- ECON2117 Economics of Tourism
- ECON2127 Environmental Economics and Cost Benefit Analysis
<table>
<thead>
<tr>
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<th>Prerequisite</th>
<th>Session</th>
<th>HPW</th>
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<tr>
<td>ECON3101</td>
<td>Microeconomics 3</td>
<td>ECON2101</td>
<td>1</td>
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<td>ECON3102</td>
<td>Macroeconomics 3</td>
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<td>ECON3103</td>
<td>Monetary Theory and Policy</td>
<td>ECON2102</td>
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<td>ECON3104</td>
<td>International Monetary Economics</td>
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<td>ECON3105</td>
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<td>ECON3106</td>
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<td>ECON2101 or ECON2103</td>
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<td>ECON3107</td>
<td>Economics of Labour Markets</td>
<td>ECON2101</td>
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<td>ECON3108</td>
<td>Economic Policy Issues</td>
<td>ECON2101 and ECON2102</td>
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<td>ECON3204</td>
<td>Econometric Model Building</td>
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**Business Statistics (BCom students only)**

**Required**

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<th>Session</th>
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**Options (may be selected from List A or List B)**

To satisfy either single or double major requirements, at least two Options must be chosen from List B

**List A**

<table>
<thead>
<tr>
<th>Subject ID</th>
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<td>ECON2204</td>
<td>Dynamic Models</td>
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<td>ECON2209</td>
<td>Business Forecasting</td>
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<td>Applied Business Statistics</td>
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**Commercial Legal Studies**

This Program is not available as a single major, but as a co-major only.

**Required**

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**Options (may be selected from List A or List B. At least one from List A and at least three from List B)**

**List A**

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<td>LEGT7731</td>
<td>Marketing and Distribution Law</td>
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**List B**

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<td>Taxation Law</td>
<td>LEGT7711</td>
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<td>LEGT7781</td>
<td>Regulatory Law: Theory and Practice</td>
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<td>LEGT7741 and LEGT7751</td>
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**Economics (BEc students only)**

**Required**

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**Options (may be selected from List A or List B)**

To satisfy single major requirements, students must do either ECON3101 (Microeconomics 3) or ECON3102 (Macroeconomics 3) and at least two Options must be chosen from List B.

To satisfy double major requirements, at least two Options must be chosen from List B.

**List A**

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**Economics Honours (BEC students only)**

**Year 4**

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Plus two further Options from List B of the Economics Disciplinary Stream above. If students have not completed the following subjects in earlier years these two units must include:

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**Econometrics (BEC students only)**

**Required (for single major)**

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## Undergraduate Study 43

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### Econometrics Honours (BEC students only)

#### Year 4

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Plus at least one Option in each of Econometrics (from the list below), Economics (List B), and Economic History

Options

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Economics/Econometrics Honours (BEc students only)

Year 4

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# Economic History (BEd students only)

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**Economic History Honours (BEC students only)**

**Year 4 Required**

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### Finance Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

#### Required

Prior to Year 4

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To satisfy single major requirements, at least two Options must be chosen from List A following.
To satisfy double major requirements, at least one Option must be chosen from List A following.
### Subject ID | Subject Name | Prerequisite | Session | HPW
---|---|---|---|---
FINS4779 | Research Methods in Finance 2 | FINS3775 | 1 | L3
FINS4794 | Thesis (Finance) | Permission of the Head of School | 2 | n.a.

Plus three further Options (at least two must be selected from List B)

### Options (may be selected from List A or List B)

**List A**

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### German Studies

This Program is available only as a co-major integrated Program with Marketing in the Bachelor of Commerce degree and as a co-major integrated Program with Economics in the Bachelor of Economics.

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Hospitality Management (BCom students only)

This Program is available only as a co-major integrated Program with Marketing and only to those students admitted to the Bachelor of Commerce (Marketing and Hospitality Management) degree - course code 3571.

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During the first three sessions, candidates will undertake concurrent studies in Operational Hospitality Training either with the TAFE Sector or approved training college of their choice, usually one day per week for each session. A course fee of approximately $1800 is payable.

Language studies are a requirement of the course. These must be at least one or two units offered by the University to be counted as Options toward the degree.

Attendance and satisfactory participation in a Communications Skills/Effective Public Speaking course, held over six weeks during the first semester of the second year attracts a separate fee of approximately $60.

Human Resource Management

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**Human Resource Management Honours**

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

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*IROB3708 History and Philosophy of Human Resource Management is a prerequisite for Year 4 Honours and should normally be taken as an Option in the Session preceding the Honours year.

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**Year 4**

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### Industrial Relations Honours

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*IROB3707 Industrial Relations Research Methods and Thesis Workshop is a prerequisite for Year 4 Honours and should normally be taken as an Option in the Session preceding the Honours year.

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**Year 4 Required**

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**Information Systems**

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### Information Systems Honours

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#### Year 4

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**Information Systems and Management Co-op Program**

This Program is available only to students admitted through the scholarship selection procedures administered by the Co-op Program office. Entry to the program is at first year only.

This is a four year degree program combining the requirements of the BCom with 18 months of co-ordinated industrial experience. Industrial training extends outside university sessions.

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<td>INFS3603</td>
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Japanese Studies

This Program is not available as a single major, but as a co-major only.

Required

At least four consecutive core units from List A

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
<th>Prerequisite</th>
<th>Session</th>
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List B

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
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<th>Session</th>
<th>HPW</th>
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<td>JAPN2600</td>
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</table>

Students with no Japanese should enrol in first year in JAPN1000 and JAPN1001. Students with HSC or equivalent competence will be enrolled at a suitable level, subject to the results of a placement test.

Students who expect to complete their language sequence with JAPN4101 or higher should enrol in the Japanese Studies Advanced Program.
Japanese Studies Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
<th>Prerequisite</th>
<th>Session</th>
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</table>

Japanese Studies Advanced Program

This Program is not available as a single major, but as a co-major only.

Required

At least four consecutive core units from List A and completion of the language sequence with at least JAPN4101.

List A

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
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<th>Session</th>
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<tbody>
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List B

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
<th>Prerequisite</th>
<th>Session</th>
<th>HPW</th>
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<tbody>
<tr>
<td>JAPN2400</td>
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<td>JAPN1001 or ECON1101</td>
<td>Not offered 1996</td>
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<td>JAPN2500</td>
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<td>JAPN1001 or JAPN2001</td>
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<td>JAPN3500</td>
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<td>JAPN4400</td>
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</table>

This Program is intended for students who already have substantial communicative competence in Japanese. Students wishing to enter at a level above JAPN1000 are required to sit for a placement test and will be advised on their eligibility to enrol in the Japanese Studies
Advanced Program. To qualify for the Advanced Program students must complete their language sequence with JAPN4101 or higher.

Japanese Studies Advanced Program Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only. Only students who qualify for the Japanese Studies Advanced Program at pass level to the end of third year are eligible to enrol in this Program.

<table>
<thead>
<tr>
<th>Subject ID</th>
<th>Subject Name</th>
<th>Prerequisite</th>
<th>Session</th>
<th>HPW</th>
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</thead>
</table>
| JAPN4510   | Research Seminar in Japanese A       | Admission to Honours          | 1       | n.a.
| JAPN4511   | Research Seminar in Japanese B       | Admission to Honours          | 2       | n.a.
| JAPN4530   | Honours Japanese (Advanced) A        | Admission to Honours          | 1       | 5   |
| JAPN4531   | Honours Japanese (Advanced) B        | Admission to Honours          | 2       | 5   |
| JAPN4600   | Thesis (Japanese Studies)            | Admission to Honours          | 3       | n.a.

Marketing

Required

<table>
<thead>
<tr>
<th>Subject ID</th>
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<td>Marketing Fundamentals</td>
<td>ACCT1511, ECON1102, ECON1203</td>
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<tr>
<td>MARK2032</td>
<td>Consumer Behaviour A</td>
<td>ACCT1511, ECON1102, ECON1203</td>
<td>1</td>
<td>L2 T2</td>
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<tr>
<td>MARK2042</td>
<td>Consumer Behaviour B</td>
<td>MARK2012, MARK2032</td>
<td>2</td>
<td>L2 T2</td>
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<tr>
<td>MARK2052</td>
<td>Marketing Research</td>
<td>MARK2012, MARK2032</td>
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<td>L2 T2</td>
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<tr>
<td>MARK3022</td>
<td>Computer Applications in Marketing</td>
<td>MARK2052</td>
<td>1</td>
<td>L2 T2</td>
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<tr>
<td>MARK3073</td>
<td>Brand Management</td>
<td>MARK2012, MARK2042</td>
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<tr>
<td>MARK3083</td>
<td>Strategic Marketing Management</td>
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Options

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<td>MARK3053</td>
<td>Service Management</td>
<td>MARK2052 or MARK2042</td>
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<td>L2 T2</td>
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<tr>
<td>MARK3063</td>
<td>Promotions Management</td>
<td>MARK2052 or MARK2042</td>
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<tr>
<td>MARK3093</td>
<td>Corporate Policy and Marketing Strategy</td>
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Marketing Honours

This Program is available to the end of third year only for BEc students and to the end of fourth year for BCom students only.

Year 4

Required

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<th>Session</th>
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<tr>
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<td>Research Methodology Seminar</td>
<td>Admission to Honours</td>
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<td>MARK7202</td>
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<td>Seminar in Marketing Theory</td>
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<td>MARK7207</td>
<td>Contemporary Issues in Marketing</td>
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</table>

Undergraduate Thesis

Students enrolled for a degree at Honours level in the Faculty must present a thesis in their final year of study. The thesis is to be on a topic selected by the student and approved by the Head of the Teaching Unit concerned. The thesis must be written under the supervision of a member of staff nominated by the appropriate Head of Teaching Unit.

The length of the thesis for the Honours degree should not exceed 10,000 words.

For the Honours courses the topic selected must normally be submitted for approval no later than the end of the second session in the second last year of the course.

The thesis for any course leading to the award of a degree at Honours level must be presented not later than 30 November of the year in which the thesis is to be presented.

In writing theses students are expected to pay particular attention to matters of presentation. In this respect students are advised to consult Jane L. Turabian, A Manual for Writers of Term Papers, Theses and Dissertations, Phoenix Books, University of Chicago Press, 1955, and W. R. Parker, The MLA Style Sheet, Modern Language Association, NY, latest edition. The thesis must include a bibliography and an acknowledgment of all source material and it must be accompanied by an abstract of approximately 200 words. Two copies of the thesis must be submitted in double-spaced typescript on paper size A4 with a 30 mm margin and suitably bound or stapled.

In exceptional circumstances the Head of the Teaching Unit may grant an extension of time for compliance with the requirements of the three immediately preceding paragraphs.

*Before choosing a thesis topic, students in Economics should seek from their department an information sheet outlining requirements for the undergraduate thesis. The School of Economics also supplies the form headed 'Undergraduate Thesis: Application for Approval of Topic'. Two copies of this form should be completed by the student and signed by a member of staff to show that the proposed topic is recommended for consideration. They should then be lodged at the School office.
Combined Commerce/Law Courses, Economics/Law Course and Commerce/Science Course

Combined Courses leading to award of Degrees of:
Bachelor of Commerce/ Bachelor of Laws and
Bachelor of Economics/Bachelor of Laws

The University offers combined courses leading to the award of the degrees of BCom/LLB and BEc/LLB. The Bachelor of Commerce degree course and the Bachelor of Economics degree course may be taken at either Pass or Honours level, the combined course taking five or six years respectively. Students wishing to take the degree at Honours level must consult the Head of the School in which they wish to study for Honours before enrolling in the second year of the course.

The Bachelor of Laws degree may be combined with a Bachelor of Commerce specialising in Accounting, Finance, Industrial Relations, Information Systems or Marketing, or with a Bachelor of Economics.

In the modern world of business and administration there is a need in many fields for the combined professional skills of accounting and law. The most obvious of these is the broad field of taxation practice, already drawing on both accounting and legal specialists for such matters as estate planning and taxation aspects of business organisations. With the growing complexity of commerce, including international business activities and large scale corporate organisation, there is a new and urgent need for graduates who are well versed in a wide range of legal subjects as well as in accounting and commerce generally. These graduates may enter large companies as full-time advisers or undertake specialised professional practice. In the public sector also the increasing scale and complexity of government undertakings opens up a significant range of opportunities leading to senior administrative positions. Apart from specific career considerations, there is no doubt that accounting and law are complementary studies which provide a demanding but worthwhile course for the able student.

In the financial markets, there is considerable demand for graduates with training in finance and law. The complexity of securities, takeover and company legislation has necessitated the employment of such graduates in merchant banks, trading banks, brokerage houses and regulatory bodies. The combination of economics and law is ideally suited for those wishing to work in one of the major accounting or law firms on competition policy and indirect taxation.

There is a small but increasing demand for specialists in information systems and Law. Apart from the usual contractual implication arising from the acquisition of strategic business resources, there are challenges in areas such as copyright, intellectual property, privacy and the impact of technology on inter-business relationships such as Electronic Data Interchange.

The growing complexity of industrial relations in Australia highlights the need for people wishing to become industrial advocates to have a solid grounding in economics, psychology, sociology and industrial relations, as well as in law. The combined course of Bachelor of Commerce (Industrial Relations) and Bachelor of Laws is therefore recommended for people who hope to practice law in the industrial jurisdiction.

Recent developments in Federal and State legislation, in the field of trade practices and consumerism in particular, have created an urgent need for managers and administrators skilled in both law and marketing. The combined Marketing/Law course seeks to meet this need by combining a detailed study of marketing systems in general, and marketing management in particular with the study of law. Graduates will find opportunities in both private and public sectors of the economy.

Rules Relating to the Bachelor of Commerce/Bachelor of Laws Course and the Bachelor of Economics/Bachelor of Laws Course

Rules relating to the award of the degree of Bachelor of Commerce and Bachelor of Economics, as set out in other sections of this Handbook, shall apply wherever relevant to candidates for the course of Bachelor of Commerce/Bachelor of Laws and Bachelor of Economics/Bachelor of Laws.

Candidates for the combined Commerce/Law or Economics/Law degree course may be awarded the degree of BCom or BEc either when they have successfully completed the entire combined course or, for students enrolling from 1995, when they have completed the requirements for the award of the first three years of the combined Bachelor of Commerce or Bachelor of Economics/Bachelor of Laws course - as set out below - and subject to satisfaction of General Education requirements*.

Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the first year program in the Bachelor of Commerce or Bachelor of Economics*.

Students enrolled in 1995 and previous years must satisfy the General Education requirement as specified at the time of their enrolment.
Concessions apply in deciding when students enrolled prior to 1995 who have not completed the requirements of the combined degree have nevertheless completed the requirements of the BCom or BEc. Please consult earlier faculty handbooks for the appropriate 'Rules relating to the award of the degree of Bachelor of Commerce or Bachelor of Economics prior to the completion of the Combined Degree'.

Notwithstanding the above regulations, students undertaking the combined Bachelor of Commerce or Bachelor of Economics at Honours level/Bachelor of Laws course may be awarded the degree of Bachelor of Commerce or Bachelor of Economics at Honours level once they have completed the Honours year and the requirements of the first three years of the combined Bachelor of Commerce or Bachelor of Economics at Honours Level/Bachelor of Laws course.

Candidates for Honours in the Commerce or Economics degree course must complete one year additional to the minimum of five years required for the Commerce/Law course at Pass level.

The requirements relating to Honours in the BCom and BEc degree courses are noted at the end of the program for each specialisation. Students ordinarily will interpolate an Honours year between Years 3 and 4 of the combined course.

Apart from service subjects for other faculties, and unless specified as from which discipline they must be chosen, Commerce and Economics Options may be chosen from any offered by the Faculty of Commerce and Economics. Prerequisites apply. No subject can be counted both as an option and as a prescribed subject.

The total credit points required in Law subjects is 405 (240 from compulsory subjects and 165 from elective subjects). An approved sequence of subjects for each course is set out in the following tables; other sequences may be approved in special circumstances.

*Subject to final approval and clarification by Academic Board.

### 4732

**Bachelor of Commerce (Accounting)/Bachelor of Laws**

<table>
<thead>
<tr>
<th>Year 1</th>
<th>HPW S1 S2</th>
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<td>ACCT1501 Accounting and Financial Management 1A</td>
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<tr>
<td>ACCT1511 Accounting and Financial Management 1B</td>
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<td>ECON1102 Macroeconomics 1</td>
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<tr>
<td>ECON1202 Quantitative Methods A</td>
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<td>LAWS1120 Legal System Torts</td>
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<td>LAWS7410 Legal Research and Writing 1</td>
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</table>

**Note:** Students who wish to take the BCom degree at Honours level must take the appropriate Honours level equivalent subjects, if offered, and consult the Head of School of Accounting at the end of Year 1.

<table>
<thead>
<tr>
<th>Year 2</th>
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<tbody>
<tr>
<td>ACCT2522 Accounting and Financial Management 2A</td>
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<tr>
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**Year 3**

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| Commerce and Economics Option 4* | 3-4 or 3-4 |
| Commerce and Economics Option 5* | 3-4 or 3-4 |
| Commerce and Economics Option 6* | 3-4 or 3-4 |
| LAWS2160 Administrative Law | 4 |
| LAWS3010 Property and Equity | 4 |
| LAWS6210 Law, Lawyers and Society | 4 |

*At least four Options must be selected from subjects offered by the School of Accounting.

| Year 4 | |
| LAWS1010 Litigation | 4 |
| LAWS2150 Federal Constitutional Law | 4 |
| LAWS4010 Business Associations 1 | 4 |
| LAWS7420 Legal Research and Writing | 2 |
| LAWS7430 Research Component* | 2 |
| LAWS8820 Law and Social Theory or LAWS8320 Legal Theory | 4 |
| Law electives to the value of 45 credit points | 4 |

*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**

Law electives to the value of 120 credit points.

### 4735

**Bachelor of Commerce (Finance)/Bachelor of Laws**

| Year 1 | |
| ACCT1501 Accounting and Financial Management 1A | 4 |
| ACCT1511 Accounting and Financial Management 1B | 4 |
| ECON1101 Microeconomics 1 | 3 |
| ECON1102 Macroeconomics 1 | 3 |
| ECON1202 Quantitative Methods A | 3 |
| ECON1203 Quantitative Methods B | 3 |
| LAWS1120 Legal System Torts | 4 |
| LAWS7410 Legal Research and Writing 1 | 2 |
### Year 2

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**Note:** Students who wish to take the BCom degree at Honours level must take FINS3774 Financial Decision Making Under Uncertainty, FINS3775 Research Methods in Finance and must consult the Head of School of Banking and Finance at the end of Year 2.

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*At least four Options must be selected from subjects offered by the School of Banking and Finance.

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Law electives to the value of 45 credit points

*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

### Year 5

Law electives to the value of 120 credit points.

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### 4750

**Bachelor of Commerce (Industrial Relations)/Bachelor of Laws**

**BCom/LLB**

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**Note:** Students who wish to take the BCom degree at Honours level must take IROB3707 Industrial Relations

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*This Option must be selected from subjects offered by the School of Industrial Relations and Organisational Behaviour.

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Law electives to the value of 45 credit points

*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

### Year 5

Law electives to the value of 120 credit points.

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**Bachelor of Commerce (Information Systems)/Bachelor of Laws**

**BCom/LLB**

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**Note:** Students who wish to take the BCom degree course at Honours level must consult the Head of School of Information Systems at the end of Year 1.
### Bachelor of Commerce (Marketing)/Bachelor of Laws

**BCom/LLB**

**Year 1**

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**Note:** Students who wish to take the BCom degree course at Honours level must consult the Head of School of Marketing at the end of Year 1.

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### Bachelor of Economics/Bachelor of Laws

**BEc/LLB**

**Year 1**

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### Bachelor of Commerce (Marketing)/Bachelor of Laws

**Year 2**

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Law electives to the value of 45 credit points

*Taken after or concurrently with LAWS7420 Legal Research and Writing 2

**Year 5**

Law electives to the value of 120 credit points.

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### Bachelor of Economics/Bachelor of Laws

**Bec/LLB**

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<td>LAWS7410</td>
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**Year 2**

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<td>ECON2101</td>
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<td>ECON2102</td>
<td>Macroeconomics 2</td>
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<td>ECON2206</td>
<td>Introductory Econometrics</td>
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<td>ECON2207</td>
<td>Econometric Methods</td>
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<td>LAWS1610</td>
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<td>LAWS2140</td>
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**Bachelor of Commerce (Marketing)/Bachelor of Laws**

**BCom/LLB**

**Year 1**

<table>
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<tr>
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<td>ACCT1511</td>
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<tr>
<td>LAWS7410</td>
<td>Legal Research and Writing 1</td>
<td>2</td>
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</table>

**Note:** Students who wish to take the BCom degree course at Honours level must consult the Head of School of Marketing at the end of Year 1.
Combined Courses leading to award of Degrees of Bachelor of Commerce Bachelor of Science

The University offers a combined course leading to the award of the degrees of Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics). The Bachelor of Commerce degree course may be taken at either Pass or Honours level, the combined course taking five or six years respectively. Students wishing to take the Bachelor of Commerce degree at Honours level must consult the Head of the School in which they wish to study for Honours before enrolling in the second year of the course.

There are two major sources of employment for BCom/BSc graduates. First and foremost are the banks. Since deregulation, the financial sector has seen the entry of some 100 (merchant) banks, and the sector has been exposed to new and sophisticated capital markets. These banks require numerate mathematics graduates who can design and critically analyse the complex mathematical models (for example, of leasing agreements and option pricing) needed to operate effectively in these markets.

Other sources of employment are the insurance and financial consulting companies. In order to respond effectively to foreshadowed changes in the superannuation and tax laws, companies are seeking and employing good mathematics graduates willing to be trained as actuaries.

For both sources, graduates with a combined mathematics/finance background would be ideal.

Entry to the program will be by quota with the admission requirements being not less than that for the degree with the highest requirements (currently the Commerce degree) and also with the HSC prerequisites for MATH1131 Mathematics 1A. Students may be admitted direct to the program in Year 1 or could apply for admission in Years 2 or 3. Any students in the program would also have the option of taking out the BCom degree at the end of three years (provided all program requirements have been met).

The program will take four and a half years of full-time study to complete. However, outstanding students could be granted special permission to complete the program in four years by taking higher than average loads from the second half of year 2 onwards. Another alternative is for four years of full-time study, with the remaining requirements being completed part-time.

**Note on Higher Level Subjects:** For both Mathematics and Finance units, good students are encouraged to substitute higher level subjects for the corresponding ordinary level units listed in the program.

The remaining options undertaken must satisfy the General Education requirements.

Each student must pass units comprising a minimum of 112 hours in total of General Education. To fulfil the requirement to pass units comprising a minimum of 112 hours in total in General Education, students must pass either 4 units of 28 hours, or 2 units of 56 hours, or 2 units of 28 hours and 1 of 56 hours in subjects as specified as Approved General Education subjects offered by faculties other than the Faculty of Commerce and Economics with the proviso that General Education subjects may not be taken as part of the
first year program in the Bachelor of Commerce or Bachelor of Economics*.

Students enrolled in 1995 and previous years must satisfy the General Education requirement as specified at the time of their enrolment.

*Subject to final approval and clarification by Academic Board.

3996
Bachelor of Commerce (Finance)/Bachelor of Science (Mathematics)

BCom/BSc

Year 1
Session 1
ACCT1501 Accounting and Financial Management 1A
ECON1101 Microeconomics 1
MATH1131 Mathematics 1A or
MATH1141 Higher Mathematics 1A
Option 1

Session 2
ACCT1511 Accounting and Financial Management 1B
ECON1102 Microeconomics 1
FINS2612 Australian Capital Markets
MATH1231 Mathematics 1B or
MATH1241 Higher Mathematics 1B

Year 2
Session 1
FINS2613 Business Finance
MATH2801 Theory of Statistics 2
Option 2
Option 3

Session 2
FINS2624 Investments
MATH2831 Linear Models
Option 4
Option 5

Year 3
Session 1
FINS3616 International Business Finance
Option 6
Option 7
Option 8

Year 3
Session 2
MATH2501 Linear Algebra
Option 9
Option 10
Option 11

Eight Options must be selected from subjects offered by the Faculty of Commerce and Economics. At least four Options must be selected from subjects offered by the School of Banking and Finance. No subject can be counted as both an option and as a prescribed subject. Service subjects for other faculties cannot be counted as options.

The remaining options undertaken must satisfy the General Education requirements.

Year 4
MATH2120 Mathematical Methods for Differential Equations
MATH2160 Linear Programming
MATH2200 Discrete Dynamical Systems
MATH2400 Finite Mathematics
MATH2510 Real Analysis
MATH3181 Optimal Control

15 credit points of Level 3 Statistics

15 credit points of Level 3 Mathematics (MATH3610 and MATH3620 are highly recommended)

22.5 further credit points of Level 2 or 3 Mathematics or other subjects available for Science Program 6810 (see the Science Faculty Handbook)

Year 5
Session 1
MATH3002 Mathematics/Statistics Project
MATH3161 Optimisation Methods

15 further credit points of Level 2 Mathematics
Subject Descriptions
Undergraduate Study

Descriptions of all subjects are presented in alphanumeric order within organisational units. For academic advice regarding a particular subject consult with the contact for the subject as listed. A guide to abbreviations and prefixes is included in the chapter 'Handbook Guide', appearing earlier in this book.

Accounting

ACCT1501
Accounting and Financial Management 1A
Staff Contact: School Office
S1 or S2 L2 T2 CP15

This is the first unit in a sequence of subjects dealing with the profession and practice of accounting and the literature associated with it. It illustrates the analysis and design of a financial accounting system which processes financial data and produces financial reports geared to the information needs of interested parties. It introduces students to the design of accounting systems based on double-entry bookkeeping and incorporating other internal controls; also, to the problems of accounting for cash, debtors, inventories and property plant and equipment. It also provides a critical introduction to the ideas underlying accounting practice and to issues associated with the uses and limitations of traditional financial reports. In so doing it introduces students to the practice of literature evaluation.

ACCT1511
Accounting and Financial Management 1B
Staff Contact: School Office
S1 or S2 L2 T2 CP15
Prerequisite: ACCT1501

This is the second unit in a sequence of accounting subjects including an examination of the regulatory environment of financial reporting: the definition and recognition of assets, liabilities, revenues and expenses; accounting for partnerships and corporations. Financing decisions and financial management including financial statement and cash flow analysis, an examination of cost/volume/profit relationships in a single product firm, and short term budgeting. Lotus 123 spreadsheet applications have been integrated with these topics.

ACCT2522
Accounting and Financial Management 2A
Staff Contact: School Office
S1 L2 T2 CP15
Prerequisite: ACCT1511
Note/s: Excluded ACCT2532.

This subject examines management accounting, directed towards the effective use of organisational resources. Organisations create value through the use of resources, and can enhance such value by focusing and reconfiguring their internal processes in various ways; that is, by changing the ways in which they conduct business and perform work. It is argued that, in world class organisations, the management of time, flexibility, quality, integration, variability and interdependencies is critical to sustained value generation. This course explains how management accounting supports such value generation, within changing organisational processes.

ACCT2532
Accounting and Financial Management 2A (Honours)
Staff Contact: School Office
S1 L2 T2 CP15
Prerequisite: ACCT1511
Note/s: Excluded ACCT2522.

The content of this subject includes that of ACCT2522 Accounting and Financial Management 2A as well as additional and more advanced work in management accounting.

ACCT2542
Accounting and Financial Management 2B
Staff Contact: School Office
S2 L2 T2 CP15
Prerequisite: ACCT1511
Note/s: Excluded ACCT2552.

This intermediate financial accounting subject builds on the foundation laid in ACCT1501 and ACCT1511. It is intended for students who will be involved in the preparation or use of financial statements whether as accountants, financial
Accounting and Financial Management 2B (Honours)
Staff Contact: School Office
S2 L2 T2 CP15
Prerequisite: ACCT1511
Note/s: Excluded ACCT2542.

The content of this subject includes that of ACCT2542 Accounting and Financial Management 2B as well as additional and more advanced work in financial accounting.

Accounting and Financial Management 3A
Staff Contact: School Office
S1 or S2 L2 T2 CP15
Prerequisite: ACCT2542
Note/s: Excluded ACCT3573.

This is the final financial reporting unit following ACCT1501, ACCT1511 and ACCT2542.

This subject examines accounting, reporting and legal problems associated with the preparation of consolidated accounts for complex mercantile structures, significant investments in joint arrangements and other inter-corporate holdings, generic trust designs, securitisation structures, cross-border forex dealings and translations, creative accounting, off-balance sheet mechanisms and structures, corporate regulation, the 'true and fair view' doctrine, business ethics, 'green' accounting and new generation (derivatives) financial instruments.

Accounting and Financial Management 3A (Honours)
Staff Contact: School Office
S1 L2 T2.5 CP15
Prerequisite: ACCT2552
Note/s: Excluded ACCT3563.

The content of this subject includes that of ACCT3563 Accounting and Financial Management 3A as well as additional and more advanced work in both accounting theory and in the financial management and accountability of corporate enterprises.

Accounting and Financial Management 3B
Staff Contact: School Office
S1 or S2 L2 T2 CP15
Prerequisite: ACCT2552
Note/s: Excluded ACCT3583.

This subject examines strategic management accounting for the contemporary competitive environment. Topics include: environmental and value chain analysis, customer value and shareholder value analysis, strategic cost analysis, pricing, investment appraisal, product and customer profitability, strategic resource management and management information systems. These issues are explored through professional and disciplinary literatures and cases describing Australian and international practice.

Accounting and Financial Management 3B (Honours)
Staff Contact: School Office
S2 L2 T2.5 CP15
Prerequisite: ACCT2532
Note/s: Excluded ACCT3583.

The content of this subject includes that of ACCT3583 Accounting and Financial Management 3B, as well as more advanced work dealing with theoretical and research issues in management accounting.

Auditing
Staff Contact: School Office
S1 or S2 L2 T1.5 CP15
Prerequisites: ACCT2542 or ACCT2552 or with the approval of the Head of School.
Note/s: Excluded ACCT3718.

This subject examines the practice of auditing, the concepts which underlies the practice, auditors' responsibilities and the audit environment. Although the focus of attention is on audits carried out under the provisions of the Corporations Law, reference is also made to other forms of audit. The course is intended to provide an overview of the audit process as it exists in Australia. Both EDP and computer-assisted audit techniques are an integral part of this course.

Auditing (Honours)
Staff Contact: School Office
S1 or S2 L2 T2 CP15
Prerequisites: ACCT2542 or ACCT2552 or with the approval of the Head of School.
Note/s: Excluded ACCT3708.

The content of this subject includes that of ACCT3708 Auditing as well as introducing students to major research areas in current auditing research, critically examining research methods used and considering possible future developments in audit theory and research. Topics covered may include demand and supply of the audit function, audit fee research, and independence and audit expertise studies.

Thesis (Accounting)
Staff Contact: School Office
S1 and S2 CP60
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting.

Development of Accounting Thought
Staff Contact: School Office
S2 L3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting
Note/s: Not offered 1996.

As for ACCT5904. See Graduate Study: Subject Descriptions.
ACCT4805
Global Accounting Issues
Staff Contact: School Office
S2 L3 CP15
Prerequisite: ACCT3563 or ACCT3573
As for ACCT5905. See Graduate Study: Subject Descriptions.

ACCT4809
Current Developments in Auditing Research
Staff Contact: School Office
S2 L3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting
As for ACCT5909. See Graduate Study: Subject Descriptions.

ACCT4818
Advanced Auditing Technologies
Staff Contact: School Office
S2 L3 CP15
Prerequisite: ACCT3708 or ACCT3718
Note/s: Not offered 1996.
As for ACCT5918. See Graduate Study: Subject Descriptions.

ACCT4820
Contemporary Issues in Management Accounting
Staff Contact: School Office
S2 L3 CP15
Prerequisite: ACCT2522 or ACCT2532
This subject reviews contemporary issues in management accounting thought and practice in historical perspective. Looks at crises, challenges and responses in contemporary practice; cost management technologies, and the evolution of strategic management accounting; disciplinary structures and theoretical forms in management accounting; change, and its impact on management accounting thought and practice.

ACCT4832
Public Sector Accounting and Financial Reporting
Staff Contact: School Office
S1 L3 CP15
Prerequisite: ACCT2542 or ACCT2552
As for ACCT5932. See Graduate Study: Subject Descriptions.

ACCT4851
Current Developments in Accounting Research - Financial
Staff Contact: School Office
S1 L3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting
As for ACCT5951. See Graduate Study: Subjects Descriptions.

ACCT4852
Current Developments in Accounting Research - Managerial
Staff Contact: School Office
S1 L3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting
As for ACCT5952. See Graduate Study: Subject Descriptions.

ACCT4867
Special Topic in Accounting
Staff Contact: School Office
S1 or S2 L3 CP15
Prerequisite: ACCT4897
Note/s: Students must consult Head of School before enrolling in this subject.
As for ACCT5967. See Graduate Study: Subject Descriptions.

ACCT4897
Seminar in Research Methodology
Staff Contact: School Office
S1 L3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Accounting
As for ACCT5997. See Graduate Study: Subject Descriptions.

ACCT4898
Project Seminar
Staff Contact: School Office
S1 or S2 CP15
Note/s: Students must consult Head of School before enrolling in this subject.

ACCT8691
Industrial Training 1
Staff Contact: School Office
S1 or S2 CP45

ACCT8692
Industrial Training 2
Staff Contact: School Office
S1 or S2 CP45

ACCT8693
Industrial Training 3 CP45
Staff Contact: School Office
S1 or S2

ACCT8694
Industrial Training Exchange Program
Staff Contact: School Office
S1 or S2 CP45

Servicing Subjects

These are subjects taught within courses offered by other faculties.
For further information regarding the following subjects see the Faculties of the Built Environment and Engineering Handbooks.

ACCT9001
Introduction to Accounting A
Staff Contact: School Office
S1 L1.5 CP7.5
This subject introduces non-commerce students to the nature, purpose and conceptual foundation of accounting: information systems including accounting applications, and analysis and use of accounting reports.
ACCT9002  
Introduction to Accounting B  
Staff Contact: School Office  
S2 L1.5 CP7.5  
Prerequisite: ACCT9001  
Notes: Architecture - 2 credit points; compulsory for BBuild degree course students.  
This subject introduces non-commerce students to managerial accounting: long-range planning, budgeting and responsibility accounting; cost determination, cost control and relevant cost analyses.

Commercial Legal Studies  
(School of Business Law and Taxation)

LEGT7711  
Legal Environment of Commerce  
Staff Contact: School Office  
S1 or S2 L2 T1 CP15  
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)  
This subject examines the nature and role of law; the Australian legal system; Commonwealth/State relations; Parliament and statute law; the courts and case law; the executive and administrative law; the legal process and its alternatives. This subject also introduces areas of substantive law relevant to commerce with particular reference to property including intellectual property, crime, torts with particular reference to negligent misstatement, employment, commercial entities and transactions, competition and consumer protection.

LEGT7721  
Legal Transactions in Commerce  
Staff Contact: School Office  
S1 or S2 L2 T1 CP15  
Prerequisite: LEGT7711  
This subject covers the general principles of the law of contract; specialised commercial transactions with particular reference to agency, insurance, negotiable instruments, securities, sales of goods, credit, guarantees and bailment; bankruptcy, restrictive trade practices and fair trading.

LEGT7731  
Marketing and Distribution Law  
Staff Contact: School Office  
S1 or S2 L2 T1 CP15  
Prerequisite: Nil  
This subject examines the legal framework of marketing and distribution; restrictive trade practices implications of distribution with special reference to collusive activity, exclusive dealing, resale price maintenance and abuse of market power; consumer protection and fair trading implications of sales promotion with particular reference to misleading or deceptive conduct and other unfair practices; advertising self regulation; product liability; protection of intellectual property; franchising, licensing and character merchandising.

LEGT7741  
Business Entities  
Staff Contact: School Office  
S2 L3 T1 CP15  
Prerequisite: LEGT7711  
This subject examines the law relating to business organisations with particular reference to corporations including company takeovers and the securities industry; the comparative utility of alternative business structures including partnerships, joint ventures and trusts.

LEGT7751  
Taxation Law  
Staff Contact: School Office  
S1 L3 T1 CP15  
Prerequisite: LEGT7711  
This subject examines the law and practice of income taxation in Australia; concepts of income; allowable deductions; tax accounting; taxation of partnerships, trusts and corporations; anti-avoidance provisions; tax administration; capital gains tax; fringe benefits tax. The subject also provides an introduction to stamp duty, payroll tax, land tax and sales; tax policy and reform considerations.

LEGT7761  
Law of Finance and Securities  
Staff Contact: School Office  
S1 L2 T1 CP15  
Prerequisite: Nil  
This subject examines the legal environment of banking with particular reference to laws regulating business transactions and structures; legal concepts underlying the Bank-Customer relationship; legal regulation of financial instruments; laws relating to various types of securities; bankruptcy and alternative arrangements; company insolvency; legal regulation of banking and financial institutions.

LEGT7771  
Information Technology Law  
Staff Contact: School Office  
S2 L2 T1 CP15  
Prerequisite: LEGT7711 or INFS1602  
This subject examines the law governing information technology; intellectual property considerations; patents, copyrights, trade secrets and confidential information; computer contracts; computer crime; tortious and other civil liability; data protection and privacy; and current issues.

LEGT7781  
Regulatory Law: Theory and Practice  
Staff Contact: School Office  
S2 L2 T1 CP15  
Prerequisite: LEGT7711  
This subject examines theories of regulation; economics and political policies underpinning differing approaches to regulation; regulation by legislation and self regulation; roles, powers and functions of major regulatory agencies with particular reference to the Trade Practices Commission, the Australian Taxation Office and the Australian Securities Commission; review of administrative decisions; principles of judicial review; freedom of information; and whistle blowing.
International Investments: Law, Tax and Strategy

Staff Contact: School Office

S2 L2 T1 CP15

Prerequisite: LEGT7711 or permission from Head of School

This subject examines the general law and tax considerations relevant to international investments. Topics include: international trade in goods and services; financing of international trade and investment; investment security in an international context; the role of bi-lateral and multi-lateral agreements relating to international trade and investment; forms of international investment; Australian tax treatment of inward investment; Australian tax treatment of outward investment with emphasis on the CFC regime; the role of double tax treaties; transfer pricing; debt creation involving non-residents; and thin capitalisation.

Corporations: Law, Tax and Strategy

Staff Contact: School Office

S2 L2 T1 CP15

Prerequisites: LEGT7741 and LEGT7751

This subject examines the general law and tax aspects of a variety of corporate strategies and transactions. Topics include: prospectus provisions and the raising of capital generally, bonus shares; redeemable preference shares; share buy-back provisions; employee share acquisition schemes; intra-group transfers; group re-organisations; takeovers; giving of security by companies; schemes of arrangement; receiverships; liquidation; the dividend imputation system; trading in securities.

Commercial Legal Research

Staff Contact: School Office

S2 L2 T1 CP15

Prerequisite: LEGT7711 or permission from the Head of Department

Note/s: Not offered 1996.

Economic History (School of Economics)

ECOH1301

Australia in the International Economy in the 20th Century

Staff Contact: Dr B. Dyster

S1 HPW3 CP15

Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)

This subject looks at the international economy at the end of the 19th century (trade, factor flows, and payments arrangements); problems of the international economy between the wars: the impact of World War II and the international economy in the post-war era; and Australian economic development and its relationship with the international economy in terms of economic fluctuations, problems of the inter-war period, growth of manufacturing, government policy and action, the importance of the mining industry, economic development and the distribution of income and wealth.

ECOH1302

Australia and the Asia-Pacific Economies: Historical Perspectives

Staff Contact: A/Prof I. Inkster

S2 HPW3 CP15

Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit (1-50)

This subject focuses on Australia's economic relations with the countries of Asia and the Western Pacific since the 19th century, with particular emphasis on the period since the Second World War. Topics include: capital and trade flows, labour and immigration issues; the changing political structures; Australian colonial rule and economic development in Papua and New Guinea; the rise to economic power of Japan and its relations with Australia before the Second World War; resurgence of Japan in the 1950s and its dominance of Australia's trade; future relations with Japan; the emergence of the 'nearly industrializing nations' in Asia and their impact on Australia; the ASEAN group's 'special relationship' with Australia; Sino-Australian economic relations; trans-Tasman economic integration; Australia's perceptions of Asia and the Pacific and obstacles to greater economic integration.

ECOH2301

Management and Business Development

Staff Contact: Dr D. Meredith

S1 HPW3 CP15

Prerequisite: ECON1102

Note/s: Not offered 1996.

ECOH2302

Origins of Modern Economics

Staff Contact: See Head of Department

S1 HPW3 CP15

Prerequisite: ECON1102

Note/s: Not offered 1996.

ECOH2303

Economic Change in Modern China 1700-1949

Staff Contact: See Head of Department

S1 HPW3 CP15

Prerequisite: ECON1102

Note/s: Not offered 1996.

ECOH2304

Economic Transformation in the People's Republic of China

Staff Contact: See Head of Department

S2 HPW3 CP15

Prerequisite: ECON1102

Note/s: Not offered 1996.
ECOH2305
Modern Asian Economic History
Staff Contact: A/Prof I. Inkster
S1 HPW3 CP15
Prerequisite: ECON1102
This subject examines the contrasting histories of Asian economies in the modern period. Four major areas are considered - Japan, China, India and Indonesia. Focus is on the nature of the Asian economies and the impact of the West prior to 1949; and the history of planning in the four nations since the Second World War. Four specific themes are considered: the impact of Japanese development on Asia; economic planning and policy in China; problems of the modern Indian economy; and planning for scientific and technological development in modern Asia.

ECOH2306
Settler Capitalism
Staff Contact: Dr B. Dyster
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Excluded ECOH2307 (No longer offered.)
Not offered 1996.

ECOH2309
Modern Capitalism: Crisis and Maturity
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH2311
German Economy and Society
Staff Contact: A/Prof J. Perkins
S1 HPW3 CP15
Prerequisite: ECON1102
Examines the German Industrial Revolution 1850-1914; the origins and socio-economic impact of the First World War; the Treaty of Versailles, the hyperinflation of the early 1920s and economic recovery 1925-29; the Great Depression and the Nazi economic recovery; the German war economy 1930-1945; the economic and social development of West and East Germany, 1945-1990; and the German economy and society in retrospect and prospect.

ECOH2312
The Industrial Revolution
Staff Contact: A/Prof J. Perkins
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH2313
Australian Economic Development in the 20th Century
Staff Contact: Dr D. Clark
S1 HPW3 CP15
Prerequisite: ECON1102
This subject examines the development of the Australian economy from the Long Boom and the Depression of the 1890s to the present day. It looks at Australian economic development and its main features: economic fluctuations and their consequences, especially the Depression of the 1930s; the rise of Australian economic institutions; changes in the philosophy of development and the role of government; migration and the inflow of foreign capital; development strategies of the States; impact of war; growth of manufacturing and industry policy; development of the services sector; problems of the agrarian economy; and changes in the standard of living. Also considered is Australia's changing economic relations with other countries and the world economy, and economic problems in the later 20th century in a historical perspective.

ECOH2314
The Experience of the Soviet Union
Staff Contact: A/Prof J. Perkins
S2 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH2315
The City In History
Staff Contact: Dr B. Dyster
S2 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH2317
Banking and Financial History
Staff Contact: Dr D. Meredith
S2 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH2318
Making the Market
Staff Contact: A/Prof J. Perkins
S2 HPW3 CP15
Prerequisite: ECON1102
This subject is concerned with the evolution of the market as a means of distribution of goods and services. It focuses on the Australian experience since the late 19th century in an international context. Among the areas covered are: the history of retailing and wholesaling; consumer sovereignty and the development of advertising; the evolution of consumer credit; efforts to subvert the market; and distribution in non-market economic systems.

ECOH2319
Economic Policy in Australia
Staff Contact: Dr D. Clark
S2 HPW3 CP15
Prerequisite: ECON1102
This subject is concerned with the nature and development of economic policy in Australia since the establishment of the Commonwealth. It deals with policy issues in economic management such as fiscal, tariff, immigration, finance, employment and trade as well as those in social development such as education, health, housing and welfare. It aims to analyse the formulation of policy, the growth of State intervention in economic and social activities and the more recent trends towards deregulation. Attention will be paid to the impact upon Australian policy development of outside forces such as the two world wars, the Great Depression and fluctuations in the international economy. Finally, this subject considers the ideological underpinnings of economic and social policy formation in Australian society and places 'economic rationalism' in a historical perspective.
ECOH2320
Life and Death: Demographic Economic History
Staff Contact: Dr B. Oyster
S2 HPW3 CP15
Prerequisite: ECON1102
Aims to introduce students to such issues as: population take-off in the United Kingdom concurrent with the founding of white Australia; the impact of invasion on indigenous peoples; death and disease; sex, reproduction and contraception; immigration; living standards; the economics of an ageing population; the gendered nature and historically changing experience of the human life cycle. The objectives of this subject are: to showcase new methods in economic history; teach primary research skills and an appreciation of source materials; enhance written and oral presentation skills; and give an overview of the forces shaping the Australian economy and society.

ECOH3301
The History of Economic Analysis
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH3302
Classics of Economic Thought
Staff Contact: See Head of Department
S2 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1996.

ECOH3303
Transformation of the Japanese Economy
Staff Contact: A/Prof I. Inkster
S2 HPW3 CP15
Prerequisite: ECON1102
This subject examines growth and sectoral change in the Tokugawa economy, cities, handicrafts and population; the low-level equilibrium trap; the dynamics of the Meiji Restoration, government, trade, development; the interpretation of ‘relative backwardness’, 1880-1914; classical models and capitalist development; the economic history of political change during the inter-war years; capitalism and colonies; and the ‘Economic miracle’ and structural change; exports, the yen and the international economy.

ECOH3304
Shaping Australia, 1788-1914
Staff Contact: Dr B. Oyster
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Excluded ECOH3324
Not offered 1996.

ECOH3305
Modern Australian Capitalism
Staff Contact: Dr D. Clark
S1 2 HPW3 CP15
Prerequisite: ECON1102
Note/s: Excluded ECOH3325 (No longer offered).
This subject analyses the major features of the Australian economy in the 20th century: interpretation of movements in the trade cycle; the path of growth; the open economy; dependency; structural adjustment; capital formation; labour markets; distribution; and the process of transformation of economic policy, its outcomes and change in a historical framework from 1901 to the present day.

ECOH3306
Comparative Economic Systems in Historical Perspective
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: ECON1102
Note/s: Not offered 1995.

ECOH3307
Multinationals: Theory and History
Staff Contact: Dr D. Meredith
S1 HPW3 CP15
Prerequisites: ECON1102
Note/s: Not offered 1996.

ECOH4323
Approaches to Economic and Social History
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: ECON 1102
This subject looks at the perspectives, themes and tools involved in the study of modern economic and social history and serves to show that the historian concentrates upon particular problems and methods of analysis which define the subject of history as a discipline in its own right. One function of the course is to provide a degree of unity to the varied knowledge gained by students in other economic history courses; another is to allow students to come to grips with important problems of a general nature.

ECOH4324
Aspects of Australian Economic Development
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: ECON1102
Advanced topics in Australian Economic Development.

ECOH4325
Seminar in Research Methods
Staff Contact: See Head of Department
S2 HPW3 CP15
Prerequisite: ECON1102
Honours students present work in progress on their thesis to this seminar and discuss methodological approaches used.

ECOH4326
Comparative Issues in Economic History
Staff Contact: See Head of Department
S2 HPW3 CP15
Prerequisites: ECON1102
Note/s: Excluded ECOH4322 (No longer offered)
This subject covers advanced topics in comparative Economic History draws on a wide range of case studies in Economic History and analyses these in a theoretical framework.
ECOH4327
Thesis (Economic History)
Staff Contact: See Head of Department
S1 and S2 CP30
Honours students in their final year are required to prepare a thesis of not more than 20,000 words which must be submitted before the final examinations in November. The thesis topic must be approved by the Head of the Department of Economic History before the end of November in the year preceding the Honours year.

Servicing Subjects
These are subjects taught within courses offered by other faculties.
For further information regarding the following subjects see the Faculty of Arts and Social Sciences Handbook.

ECOH1305
European Economic Development 1750-1914
Staff Contact: A/Prof J. Perkins
S1 L2 T1 CP15
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)
Note/s: Not offered in 1996.

ECOH1306
European Economic Development since 1914
Staff Contact: A/Prof J. Perkins
S2 HPW3 CP15
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)
Note/s: Not offered in 1996.

ECOH2316
The Transition from Feudalism to Capitalism in Europe
Staff Contact: A/Prof J. Perkins
S1 HPW3 CP15
Note/s: Not offered 1996.

ECON1202
Quantitative Methods A
Staff Contact: Mr J. Ablett
S1 or S2 HPW3 CP15
Prerequisite: HSC minimum mark required - 2 unit Mathematics (60-100), or 3 unit Mathematics (1-50) or 4 unit Mathematics (1-100)
Note/s: Excluded MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241, ECON2291.
This subject examines: Mathematics of finance: (compound interest, present value, annuities); Matrix Algebra: (operations with matrices, determinants, matrix inverse, rank, solutions of matrix equations, the graphical approach to linear programming); Calculus: (univariate differentiation, maxima and minima of a function, functions of several variables, partial derivatives, unconstrained and constrained optimization) and the applications of the above concepts and techniques in accountancy and economics, including the use of spreadsheet computer programmes.

ECON1203
Quantitative Methods B
Staff Contact: Dr A. Wan
S1 or S2 HPW3 CP15
Prerequisite: ECON1202
Note/s: Excluded MATH1032, MATH1042, MATH1131, MATH1231, MATH1141, MATH1241, ECON2292.
Subject topics include: Frequency distributions; measures of central tendency; dispersion and skewness; introduction to probability theory; the binomial distribution; the normal distribution; point estimation of population parameters and confidence intervals; hypothesis tests; the t and chi square and F distributions; bivariate regression; estimation; and hypothesis testing.

ECON2202
Analysis of Survey Data
Staff Contact: Head of Department
S2 HPW3 CP15
Prerequisite: ECON2206
Note/s: Not offered 1996.

ECON2204
Dynamic Models
Staff Contact: Dr L. Fisher
S1 HPW3 CP15
Prerequisite: ECON1202
This mathematically based subject develops matrix algebra, linear and vector difference equations and deterministic simulation of dynamic models.

ECON2206
Introductory Econometrics
Staff Contact: Head of Department
S1 or S2 HPW3 CP15
Prerequisite: ECON1203
This subject introduces econometrics and explores the representation of economic relationships by simple and multiple regression models; static and dynamic models; and the statistical complications of autocorrelation, col-
linearity, and heteroskedasticity. Practical exercises feature throughout, using an econometric computer package.

ECON2207 Econometric Methods
Staff Contact: Dr G. Otto
S2 HPW3 CP15
Prerequisite: ECON2206
This subject covers estimation of econometric models using cross-section data, discrete choice models, and instrumental variable estimators. Practical computer applications feature throughout.

ECON2208 Operations Research
Staff Contact: Dr R. Hill
S2 HPW3 CP15
Prerequisite: ECON1202
Introduces operations research as the systematic application of quantitative methods to the analysis of problems involving decision making in economics and related disciplines. Includes linear programming, quadratic programming and dynamic programming with applications to transportation, inventory and portfolio selection and other economic related fields.

ECON2209 Business Forecasting
Staff Contact: Prof R. Bewley
S1 HPW3 CP15
Prerequisite: ECON1203
This subject looks at the use of econometric and statistical techniques relevant to forecasting in a business environment and computer implementation of the methods. Short-term forecasting using time series analysis; long-term forecasting with S-shaped growth curves and trend analysis. The study of applied work is emphasized in this non-specialist course.

ECON2210 Applied Business Statistics
Staff Contact: Head of Department
S1 HPW3 CP15
Prerequisite: ECON1203
This subject focuses on graphical methods in statistical data presentation and analysis, including detection of outliers and regression regimes; nonparametric tests for quick and robust inferences on the statistical significance of findings from sample data; and index numbers, in theory and practice, drawing on business applications.

ECON2211 Applied Economic Statistics
Staff Contact: Head of Department
S1 L3 CP15
Prerequisite: ECON1203
Note/s: Not offered 1996.

ECON2212 Statistics for Econometrics
Staff Contact: Head of Department
S2 L2 T1 CP15
Prerequisite: ECON2206

ECON3202 Mathematical Methods In Economics
Staff Contact: Mr J. Ablett
S2 HPW3 CP15
Prerequisite: ECON1202
This subject gives students a working knowledge of static and dynamic optimization techniques applied in economics. Topics include classical optimization, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neoclassical theory of optimal growth.

ECON3203 Econometric Theory
Staff Contact: Head of Department
S1 L2 T1 CP15
Prerequisite: ECON2215
This subject covers: a coherent theoretical development of multiple regression analysis; restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error autocorrelation and heteroskedasticity.

ECON3204 Econometric Model Building
Staff Contact: Prof N. Karkwan
S2 L2 T1 CP15
Prerequisite: ECON3203
This subject provides for the formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of 'real-world' econometric models is undertaken.

ECON3205 Case Studies In Business Statistics
Staff Contact: Head of Department
S2 L2 T1 CP15
Prerequisites: ECON2202 and ECON2209
Note/s: Not offered 1996.

ECON3206 Modelling High-Frequency Time Series Data
Staff Contact: Head of Department
S1 L2 T1 CP15
Prerequisites: ECON2206
This subject is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (ARCH models), generalised method of moments estimators (GMM), and non-normality issues.
ECON3213
Comparative Forecasting Techniques
Staff Contact: Prof R. Bewley
S2 L3 CP15
Prerequisites: ECON2206 or ECON2209
This subject includes the following topics: exponential smoothing; Box-Jenkins techniques: transfer functions; VAR models; and a combination of forecasts, accuracy of forecasts, and spreadsheets and forecasts.

ECON4201
Applied Econometrics
Staff Contact: Prof R. Bewley
S1 L3 CP15
Prerequisites: ECON2207 and ECON2101 or ECON2102
This subject takes a modern approach to applied econometric work. Various empirical problems are considered and the strengths and weaknesses of available ways of solving them are examined. Attention will be given to such matters as diagnostic tests in an LM framework, various forms of autocorrelation and heteroskedasticity, trending data, and outliers and influential observations. Practical experience is gained both from the study of the empirical literature and from class projects.

ECON4202
Time Series Analysis
Staff Contact: Dr L. Fisher
S2 L3 CP15
Prerequisite: ECON3203
This subject takes an approach to applied econometrics that focuses on the theoretical derivation and properties of the techniques studied. These techniques include error correction models and cointegration approaches. The application of such techniques is shown in a variety of economic contexts.

ECON4203
Special Topics in Econometrics 1
Staff Contact: See Head of Department
S1 HPW3 CP15
Prerequisite: Permission of Head of Department

ECON4204
Special Topics in Econometrics 2
Staff Contact: See Head of Department
S2 HPW3 CP15
Prerequisite: Permission of Head of Department

ECON4227
Thesis (Econometrics)
Staff Contact: Head of Department
F CP50
Note/s: Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Econometrics before the end of the August recess in the year preceding their entry into Year 4.

ECON4228
Thesis (Econometrics/Finance)
Staff Contact: School Office
F CP50
Note/s: Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Econometrics and the School of Banking and Finance before the end of the July Recess in the year preceding their entry into Year 4.

Servicing Subject
A servicing subject is one taught within courses offered by other faculties.
For further information regarding the following subject see the Faculty of Arts and Social Sciences Handbook.

ECON2290
Introductory Quantitative Economic Analysis
Staff Contact: Ms J. Watson
S1 L2 T2 CP15
Arts Prerequisite: 2 unit Mathematics or permission of the Head of the School of Economics
Note/s: Excluded ECON1202, ECON1203, MATH1011, MATH1021, MATH1032 and MATH1042, MATH1131, MATH1141, MATH1241.
This subject covers in the mathematics section: basic algebra, financial mathematics, differentiation, maxima and minima, and introduces multivariate calculus. It explores applications of the preceding concepts to economics. In the statistics section the subject covers: frequency distributions, measures of central tendency and dispersion, the normal, t and chi square distributions, statistical inference, confidence intervals, correlation and regression, and index numbers.

Economics/ Business Economics
(School of Economics)

ECON1101
Microeconomics 1
Staff Contact: Dr N. Warren
S1 or S2 HPW3 CP15
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)
This subject introduces economics as a social science: scarcity, resource allocation and opportunity cost; an introductory analysis of consumer behaviour; the economics of firms and markets; production and costs; the classification and analysis of markets; efficiency concepts and market failure; the gains from international trade and the impact of trade restrictions; economic growth and structural change.

ECON1102
Macroeconomics 1
Staff Contact: Dr T. Stegman
S1 or S2 HPW3 CP15
Prerequisite: ECON1101
This subject provides an introduction to the analysis of aggregate output, employment and economic growth and their relationship to the policy issues of unemployment, inflation and the balance of payments. Other topics include: social accounting and aggregate income and expenditure...
analysis; macroeconomic models of income determination; consumption and investment functions; the role of money and financial institutions; interactions between goods and money markets in equilibrium and disequilibrium situations; and an analysis of recent Australian macroeconomic experience.

ECON2101
Microeconomics 2
Staff Contact: Dr P. Kriesler
S1 HPW3 CP15
Prerequisite: ECON1101
This subject covers: choice theory, including intertemporal choice, and labour supply; extensions of price theory; the theory of production, costs and supply; market structures including oligopoly models; externalities; and provides an introduction to general equilibrium and welfare analysis.

ECON2102
Macroeconomics 2
Staff Contact: Dr L. Fisher
S2 HPW3 CP15
Prerequisite: ECON1102
This subject covers models of aggregate income determination in open economies; theories of aggregate economic behaviour with respect to consumption and investment expenditures and financial transactions; balance of payments and exchange rate analysis; theories of inflation and unemployment; introductory dynamic analysis; and theories of growth and cycles.

ECON2103
Business and Government
Staff Contact: A/Prof R. Conlon
S2 HPW3 CP15
Prerequisites: ECON1101 or ECON1103
This subject examines how government affects the business environment at the microeconomic level. The case for intervention and the benefits of deregulation and privatization are analyzed, with reference to particular industries. The effects on business of government instrumentalties such as the Industries Commission, Prices Surveillance Authority, Trade Practices Commission and Foreign Investment Review Board are examined. Issues relating to microeconomic reform, economic rationalism, market failure and government business enterprises are explored.

ECON2104
Australian Macroeconomic Policy
Staff Contact: A/Prof G. Kingston
S1 HPW3 CP15
Prerequisites: ECON1102 or ECON1104
This subject examines economic growth and fluctuations and the effect this has on the business environment and the community. Explains the main macroeconomic tools and techniques used by governments and the Reserve Bank to implement fiscal, monetary and incomes policies. The implications for inflation, unemployment, interest rates and exchange rates, and foreign debt are discussed.

ECON2105
Economics of the Corporation
Staff Contact: Dr J. Gans
S2 HPW3 CP15
Prerequisites: ECON1101 or ECON1103
Examines the economics of internal organisations in firms, corporations and other formal organisations. It will address questions such as: why do organisations arise in market economies, how are incentives designed in organisations, how do organisations coordinate the decisions of many diverse agents, how does organisational design affect business strategy, what determines different organisational productivities (eg: Japan versus Western firms)? It will address issues of transaction cost economics, informational economics and principal-agent theory.

ECON2106
Post-Keynesian Political Economy
Staff Contact: Dr P. Kriesler
S2 HPW3 CP15
Prerequisites: ECON1102 or ECON1104
Note/s: Not offered 1996.

ECON2107
The Economics of Information and Technology
Staff Contact: Dr G. Fishburn
S1 HPW3 CP15
Prerequisites: ECON1101 or ECON1103

ECON2108
Industry Economics and Australian Industrial Policy
Staff Contact: A/Prof R. Conlon
S2 HPW3 CP15
Prerequisites: ECON2101 or ECON2103
Note/s: Not offered 1996.

ECON2109
Economics of Natural Resources
Staff Contact: Dr G. Waugh
S1 HPW3 CP15
Prerequisites: ECON2101 or ECON2103
Note/s: Not offered 1996.

ECON2110
Alternative Approaches to Economics
Staff Contact: Dr P. Kriesler
S2 HPW3 CP15
Prerequisites: ECON1102 or ECON1104
This subject examines alternative paradigms in economics and may include schools of thought such as the Post Keynesians, New Institutionalists, Marxians or Austrians. Particular non-traditional approaches to the theory of the firm and such topics as experimental economics, Cambridge distribution and growth theory, economic sociology, economics of politics and the debate over economic rationalism may be covered. Specific topics will depend on student preferences.
ECON2111
The Economics of Global Interdependence
Staff Contact: Dr J. Lodewijks
S2 HPW3 CP15
Prerequisite: ECON1102 or ECON1104
This subject looks at Australia in an interdependent world; direction and composition of world trade; trade in services; trade theory and trade policy; strategic trade policy and imperfect competition; international competitiveness; barriers to trade and trading blocs; international institutions and policy; NAFTA, GATT and EU; World Bank and IMF; foreign currency markets; and international policy coordination.

ECON2113
The Development of Modern Economics
Staff Contact: Dr P. Kriesler
S2 HPW3 CP15
Prerequisite: ECON1102 or ECON1104
Note/s: Not offered 1996.

ECON2115
Japanese International Economic Relations
Staff Contact: Dr K. Fox
S2 HPW3 CP15
Prerequisite: ECON1102 or ECON1104
This subject considers: Japan's international trade, investment and balance of payments policies; globalisation of Japanese economic interests; problems relating to external economic policies including alternative strategies for international economic relations; impact of yen appreciation; trade friction; bilateral relations with focus on Australia, USA, China and South East Asia.

ECON2118
Industrial Training 1
Staff Contact: School Office
S2 CP45
Note/s: Not offered 1996.

ECON2127
Environmental Economics and Cost-Benefit Analysis
Staff Contact: Dr G. Waugh
S2 HPW3 CP15
Prerequisite: ECON1101 or ECON1103
This subject considers the main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility; environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

ECON3101
Microeconomics 3
Staff Contact: Dr J. Gans
S1 HPW3 CP15
Prerequisite: ECON2101
This subject covers: extensions of microeconomic theory; general equilibrium approaches to economic analysis; limitations of the general competitive model; and uncertainty and risk with applications to modern theories of corporate behaviour.

ECON3102
Macroeconomics 3
Staff Contact: Dr M. Monadjemi
S2 HPW3 CP15
Prerequisite: ECON2102
This subject covers: theory of economic policy; extended macroeconomic models, theory and fiscal policy and the problems of the budget deficit; international policy dependence and the exchange rate; the Australian financial system, monetary theory and policy; inflation and unemployment and incomes policy; rational expectations and economic policy; and Australian macroeconomic models.

ECON3103
Monetary Theory and Policy
Staff Contact: Dr M. Monadjemi
S1 HPW3 CP15
Prerequisite: ECON2102
Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.
ECON3104  
International Monetary Economics  
Staff Contact: A/Prof G. Kingston  
S2 HPW3 CP15  
Prerequisite: ECON2102

Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

ECON3105  
Public Enterprise Economics and Cost Benefit Analysis  
Staff Contact: Dr T. Truong  
S1 HPW3 CP15  
Prerequisites: ECON2101 or ECON2103  
Note/s: Not offered 1996.

ECON3106  
Public Finance  
Staff Contact: Prof J. Piggott  
S2 HPW3 CP15  
Prerequisites: ECON2101 or ECON2103  
Note/s: Not offered 1996.

ECON3107  
Economics of Labour Markets  
Staff Contact: Dr T. Stegman  
S1 HPW3 CP15  
Prerequisite: ECON2101  
Note/s: Not offered 1996.

ECON3108  
Economic Policy Issues  
Staff Contact: Prof J. Piggott  
S1 HPW3 CP15  
Prerequisites: ECON2101 and ECON2102  
This subject introduces the data sources necessary for factual discussion of policy issues, and provides a seminar for discussion on current Australian economic policy questions, with indepth treatment of a number of policy issues.

ECON3109  
Economic Growth, Technology and Structural Change  
Staff Contact: Dr P. Kriesler  
S1 HPW3 CP15  
Prerequisite: ECON2101 or ECON2103

Topics covered include: characteristics of economic growth and development, role of capital accumulation, labour, technology and natural resources; the application of growth models to development issues; the role of industrialization, structural change and development strategies in promoting economic growth; and income inequality and economic welfare.

ECON3110  
Developing Economies and World Trade  
Staff Contact: Dr J. Lodewijks  
S2 HPW3 CP15  
Prerequisite: ECON2101 or ECON2103

This subject focuses on: trade and developing countries; trade and growth; new trade theory and LDCs; foreign trade regimes; liberalization and trade negotiations; and the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilization experiences; and growth-oriented adjustment policies.

ECON3111  
Contemporary Japanese Economy  
Staff Contact: Dr J. Lodewijks  
S2 HPW3 CP15  
Prerequisite: ECON2101 or ECON2103  
Note/s: Not offered 1996.

ECON3112  
The Newly Industrializing Economies of East Asia  
Staff Contact: Mr J. Zerby  
S2 HPW3 CP15  
Prerequisite: ECON1102 or ECON1104  
This subject focuses on the principal economic characteristics of the newly industrializing economies of East Asia; South Korea, Taiwan and Hong Kong, and compares internal and external policies and their contribution to the achievement of socio-economic objectives.

ECON3113  
Economic Development in ASEAN Countries  
Staff Contact: Mr J. Zerby  
S1 HPW3 CP15  
Prerequisite: ECON1102 or ECON1104  
This subject analyses principal economic characteristics of the original members of the Association of South East Asian Nations: Indonesia, Malaysia, Philippines, Singapore and Thailand. It looks at causes and consequences of economic development policies; and the theoretical issues related to formation of customs unions and free trade areas, and their application to ASEAN.

ECON3115  
Economics of Developing Countries  
Staff Contact: Dr J. Lodewijks  
S1 HPW3 CP15  
Prerequisite: ECON1102 or ECON1104  
Note/s: Not offered 1996.

ECON3116  
International Economics  
Staff Contact: Dr G. Fishburn  
S2 HPW3 CP15  
Prerequisite: ECON2101 and ECON2102

Primarily a theoretical treatment of international trade and finance. This subject looks at international trade and finance theory; comparative costs, gains from trade, effects of resource endowments on trade; barriers to trade including tariffs and quotas; strategic trade policy; economic integration; imperfect competition; Australian balance of payments; balance of payments adjustment mechanisms, internal and external balance; foreign exchange markets; international monetary system; foreign investment.
ECON3118  
Industrial Training 2  
Staff Contact: Dr D. Clark  
S1 HPW3 CP45  
Prerequisite: ECON1102  
Note/s: Not offered 1996.

ECON4123  
Topics in Advanced Economics  
Staff Contact: Dr J. Gans  
S2 HPW3 CP15  
Prerequisites: ECON3101 and ECON3102  
Selected topics in advanced microeconomics and macroeconomics.

ECON4127  
Thesis (Economics)  
Staff Contact: Dr G. Fishburn  
F CP30  
Note/s: Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics. Students are required to present a seminar on the topic of their thesis.

ECON4164  
Economic Methodology  
Staff Contact: Dr P. Kriesler  
S1 HPW3 CP15  
Prerequisite: ECON2102  
The methodology of modern economics, the scientific method, testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems; and some of the major issues in monetary theory, classical and neo-classical value and distribution theory, and equilibrium and welfare economics.

Servicing Subjects

A servicing subject is one taught within courses offered by other faculties.

For further information regarding the following subjects see the respective Faculty Handbooks.

ECON1103  
Microeconomic Principles  
Staff Contact: Dr J. Lodewijks  
S1 HPW3 CP15  
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100), or 2 unit English (53-100), or 3 unit English (1-50)  
Note/s: Excluded ECON1101.  
This subject introduces economics as a social science; scarcity, resource allocation and opportunity cost; consumer and producer behaviour as the basis for supply and demand analysis; introduction to marginal analysis; applications of supply and demand analysis; efficiency concepts and market forces.

ECON1104  
Macroeconomic Principles  
Staff Contact: Dr J. Lodewijks  
S2 HPW3 CP15  
Prerequisite: ECON1103  
Note/s: Excluded ECON1102.  
This subject provides and introduction to the analysis of aggregate output, employment and economic growth and their relationship to the policy issues of unemployment, inflation and the balance of payments. Also covered are models of the determination of equilibrium income; an analysis of the role of financial institutions; and an introduction to the analysis of macroeconomic policy.

ECON1107  
Elements of Environmental Economics  
Staff Contact: Dr G. Waugh  
S2 HPW3 CP15  
Note/s: Excluded ECON1101.  
This subject provides an introduction to environmental issues, market failure, conservation and preservation of environment, discounting, sustainable economic growth and zero growth, measuring benefits and costs on environment, methods of controlling pollution, and management of environment.

ECON4120  
Economics Honours Arts  
Staff Contact: Dr G. Fishburn  
F HPW6 CP120  
Prerequisites: ECON2101, ECON2102, ECON3101, ECON3102 all at Credit level or better, plus ECON2206 and ECON2207  
Note/s: Students are expected to do a substantial amount of work on their thesis before the commencement of the academic year. They must have a topic approved by the Head of the Department of Economics before the end of the year proceeding their entry into their final year. This program consists of four subjects and a thesis (ECON4127). The subjects are ECON4123, ECON4164, ECON3108 and one other subject from a selected list.

Finance (School of Banking and Finance)

FINS2612  
Australian Capital Markets  
Staff Contact: School Office  
S1 or S2 L2 T1 CP15  
Coerequisites: ECON1102 and ECON1203, or completion of Stage 1 for students from other faculties.  
This subject analyses markets for financial assets, including the money, bond, stock and futures markets; the structure of interest rates; flow of funds of financial institutions; the regulatory structure of markets and the interrelations among markets.
### FINS2613
**Business Finance**
*Staff Contact: School Office*
S1 or S2 L2 T1 CP15
*Prerequisites: FINS2612 or any two of ACCT1511, ECON1102 and ECON1203*

This subject looks at the essential aspects of financial decision-making in business including: factors influencing capital expenditure decisions; alternative approaches to valuation; factors affecting the formulation of the capital structure; and influence of the capital market environment.

### FINS2622
**Asian Capital Markets**
*Staff Contact: School Office*
S1 or S2 L3 CP15
*Prerequisite: FINS2612*

This subject provides an introduction to financial markets in major Asian economies. Topics covered include: a brief review of the historical development in different countries; comparison of institutional structure and regulatory systems for equity, derivative, foreign exchange, and banking markets; the impact of regulation on institutions and market behaviour; and contemporary issues related to Asian markets.

### FINS2624
**Investments**
*Staff Contact: School Office*
S1 or S2 L2 T1 CP15
*Prerequisite: FINS2612*

*Note/s:* Excluded FINS2714 and FINS3615.

This subject introduces investment theory and practice. The first part of the subject develops the primary asset pricing models, including CAPM and APT models, examines relevant empirical tests, and applies the models to the problem of measuring portfolio performance. This is followed by a study of investment management in the social, ethical and economic context. Topics include: security analysis of bonds and equities; the use of options, futures and forwards in portfolio hedging and risk management; and current issues in portfolio management including ‘green’ funds, passive vs active management, index funds and international diversification.

### FINS3616
**International Business Finance**
*Staff Contact: School Office*
S1 or S2 L2 T1 CP15
*Prerequisite: FINS2624*

*Note/s:* Excluded FINS3716.

This subject introduces students to the international financial and operating environments, aspects that are quite basic to corporate life. The general emphasis is on the identification and management of risk as it arises in particular from exchange rate fluctuations. The material is accordingly a fusion of ideas from the economics of exchange rates, the theory of finance and the practicalities of the operating environment. The topics covered in this course include parity condition in international finance, measurement and management of foreign exchange exposure, working capital management of a multinational firm, and foreign investment analysis for multinational corporations.

### FINS3625
**Applied Corporate Finance**
*Staff Contact: School Office*
S2 L2 T1 CP15
*Prerequisite: FINS2613*

*Note/s:* Excluded FINS3715 and FINS2614.

This subject focuses on advanced issues associated with the investment and financing decisions of corporations. Topics include mergers and takeovers, management buyouts, executive compensation schemes, advanced capital budgeting problems, and issues in treasury management. The treatment includes a discussion of ethical issues.

### FINS3630
**Bank Financial Management**
*Staff Contact: School Office*
S1 or S2 L3 CP15
*Prerequisites: FINS2612 and FINS2613*

This subject looks at: theory and practice of banking from a financial management perspective; banks and the financial services industry; regulatory restrictions and financial management; performance analysis and strategic planning; asset management - liquidity, investment and loan management; liability and deposit management; capital structure and dividend decisions; and financial management implications of electronic banking, international banking, and other developments.

### FINS3633
**Real Estate Finance and Investment**
*Staff Contact: School Office*
S1 or S2 L3 CP15
*Prerequisite: FINS2624*

This subject evaluates real estate financing, the mechanics of the mortgage market, and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts, and the banking system in promoting real estate activity. This subject analyses real estate prices and yields, diversification aspects, and use of property as an inflation hedge, and evaluates leasing, type of tenancy, property options and property trusts.

### FINS3634
**Credit Analysis and Lending**
*Staff Contact: School Office*
S2 L3 CP15
*Prerequisite: FINS2612 and FINS2613*

The focus of this subject is credit analysis and lending emphasising finance theory and practical applications. The subject includes: credit analysis; credit scoring and modelling; loan products; loan pricing; commercial lending; consumer lending; special risk markets such as small business, agricultural and real estate; international and trade financing; managing the loan portfolio; and problem loans. The subject includes case study work.

### FINS3635
**Options, Futures and Risk Management Techniques**
*Staff Contact: School Office*
S1 or S2 L3 CP15
*Prerequisite: FINS2624*

This is an intermediate subject on options, futures and techniques for managing asset risk. Topics covered include
an overview of derivative securities, forward and futures contracts (on stock indices, investment and consumptive assets), options (on stocks, stock indices and futures), hedging positions in options and other derivative securities, binomial option pricing, risk-neutral valuation, the stochastic process followed by stocks, numerical techniques in option pricing, options on non-traded assets, exotic options and pricing biases.

FINS3636
Interest Rate Risk Management
Staff Contact: School Office
S2 L3 CP15
Prerequisite: FINS2624
Note/s: Not offered in 1996.

This subject looks at interest rate risk (IRR) and techniques for managing risk. Topics covered include term structure dynamics (including bond price lattices, spot and forward rate models), analytical and numerical techniques, duration measures, interest rate derivative securities (including options, futures and swaps), and the interaction between IRR and credit risk.

FINS3774
Financial Decision Making under Uncertainty
Staff Contact: School Office
S1 L3 CP15
Prerequisite: Credit or better in FINS2624

Finance is concerned with decision making, at both the individual and corporate level, which involves uncertain pay-offs in multiple periods of time. Toward a better understanding of the operations of these decisions, this subject provides an intermediate exposition of the fundamentals of portfolio selection and corporate finance. Specifically, the subject will examine: (i) the basics of choice theory; (ii) binomial option pricing; (iii) portfolio theory; (iv) classical, non-game theoretical theories of capital structure and dividend policy and empirical evidence on these theories; and (v) theories and evidence related to mergers and acquisitions. This subject will also emphasize and reinforce those techniques that underlie advanced studies in asset pricing and corporate finance.

FINS3775
Research Methods In Finance 1
Staff Contact: School Office
S2 L3 CP15
Prerequisite: FINS3774 or equivalent

The objective of the subject is to review applications of mathematical and statistical tools to applied problems and current research in finance.

FINS4776
Advanced Topics In Asset Pricing
Staff Contact: School Office
S2 L3 CP15
Prerequisite: FINS3774 and FINS3775

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding courses as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market conditions. In addition, the subject also introduces a relatively new area of financial economics: security market micro-structure and the implications for empirical research in finance. Topics include: utility theory, portfolio theory and capital asset pricing models, arbitrage pricing theory, option and futures pricing, intertemporal models in finance and security market micro-structure.

FINS4777
Advanced Topics in Corporate Finance
Staff Contact: School Office
S1 L3 CP15
Prerequisite: FINS3774 and FINS3775

This subject introduces contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis is given to the corporate form of business. Furthermore, special cases of Investment and financing decisions such as mergers, take-overs and leveraged buy-outs are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter, students are encouraged to supplement theoretical discussions with empirical evidence.

FINS4778
Recent Developments In Banking Research
Staff Contact: School Office
S1 L3 CP15
Prerequisites: FINS3630 and FINS3774

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; optimal capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

FINS4779
Research Methods In Finance 2
Staff Contact: School Office
S1 L3 CP15
Prerequisite: FINS3775

This subject is a more advanced course in empirical methods in finance. This subject covers general methodological aspects, testing of hypotheses and falsifiability principle; a review of relevant econometric material and its application to topics such as generalised beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability and volatility estimation.

FINS4794
Thesis (Finance)
Staff Contact: School Office
S2 CP30
Prerequisites: Permission of the Head of School
Note/s: The thesis is to be approved and supervised by the School of Banking and Finance.
German Studies

**GERS1200**
*German for Professional Purposes 1A*
*Staff Contact: Dr D. Grannall*
*S1 HPW6 CP15*
*Prerequisite: HSC German 2 or 3 Unit German, or equivalent*


**GERS1201**
*German for Professional Purposes 1B*
*Staff Contact: Dr D. Grannall*
*S2 HPW6 CP15*
*Prerequisite: GERS1200*

*Note/s: Not offered 1996.*

**GERS2200**
*German for Professional Purposes 2A*
*Staff Contact: Dr D. Grannall*
*C6 S2 HPW5 CP15*
*Prerequisite: GERS1201*

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

**GERS2201**
*German for Professional Purposes 2B*
*Staff Contact: Dr D. Grannall*
*C6 S2 HPW5 CP15*
*Prerequisite: GERS2200*

Four hours per week practical language work, developing and extending the language skills of students in the specific areas of business and industry. One hour per week introduction to significant features of the German economy and the business world. Assessment: Weekly assignments, class tests and tutorial presentation.

**GERS3200**
*German for Professional Purposes 3A*
*Staff Contact: Dr D. Grannall*
*C6 S1 HPW5 CP15*
*Prerequisite: GERS2201*

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business issues. Assessment: Weekly assignments, class tests and tutorial presentation.

**GERS3201**
*German for Professional Purposes 3B*
*Staff Contact: Dr D. Grannall*
*C5 S2 HPW5 CP15*
*Prerequisite: GERS3200*

Four hours per week practical language work, developing and extending to an advanced level the language skills of students in the specific areas of business and industry. One hour per week lecture on contemporary German business issues. Assessment: Weekly assignments, class tests and tutorial presentation.

Hospitality Management (School of Marketing)

**HOSP1999**
*Hospitality Industry Employment 1*
*Staff Contact: School Office*
*S1 CP0*

The Industry experience program is to serve as a complement to the theory gained from coursework. The Industry Employment is for a period of at least 10 weeks in the summer vacation. A detailed report and diary should be submitted at the beginning of the following academic year. The objective is to relate the theoretical content of the TAFE operational subjects concurrently undertaken with the degree, to the practical working environment, food and beverage service outlets in restaurants and hotels.

**HOSP2999**
*Hospitality Industry Employment 2*
*Staff Contact: School Office*
*S1 CP0*
*Prerequisite: HOSP1999*

Students are required to undertake relevant employment of at least 10 weeks duration in the summer vacation at the end of the second year. The objective is to build upon previous industry experience and gain some advanced training in the food and beverage, front office areas of hotels or restaurants, either locally, interstate or overseas. Students will be required to maintain a diary and submit a report at the beginning of the following academic year.

**HOSP3009**
*Financial Control in the Hospitality Industry*
*Staff Contact: School Office*
*S1 L2 T2 CP15*
*Prerequisites: ACCT1511 and satisfactory completion of studies in the TAFE sector*

Topics include: measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres; cost-volume-profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverages and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies. This subject includes a control project using spreadsheet software.

*Optional computer laboratory hours may be required.*

**HOSP3010**
*Legal Aspects of Tourism*
*Staff Contact: School Office*
*S2 L2 T2 CP15*
*Prerequisite: Satisfactory completion of studies in the TAFE sector*

Topics include: national and international laws relating to tourism, legal environment of facilities, agents, operators;
interaction of community and developer needs; consumer rights; and the implication of national, local regulations governing sale and supply of hospitality services, including food.

**HOSP3999**

Hospitality Industry Employment 3  
*Staff Contact: School Office*  
*S1 CP0*  
*Prerequisite: HOSP3999*

Students will undertake a structured employment program in conjunction with and under the supervision of a hotel or restaurant employer in the form of an internship for at least 10 weeks. Students will have the opportunity of working in a number of departments of a hotel, restaurant or resort operation including front office, accounting, human resources and marketing. Students will be required to submit a detailed report in the following academic year, of approximately 2000 words which will be graded satisfactory or unsatisfactory. Employers will also be required to monitor the progress and performance of students and submit an accompanying report in finalisation of the project.

**HOSP4002**

Hotel and Resort Management  
*Staff Contact: School Office*  
*S2 L1 T2 CP15*  
*Prerequisite: MARK3073*

This subject focuses on strategic and operational issues in resort management; market positioning; growth strategies; organisation; information systems design; staffing needs; management style. Examples are drawn from Australian resort industry.

**HOSP4004**

Strategic Management in Hospitality and Tourism  
*Staff Contact: School Office*  
*S2 L1 T2 CP15*  
*Prerequisite: HOSP3009, MARK3073*

This subject looks at issues in Hospitality Management - its evolution, understanding the current Australian Hospitality environment; management practices and strategies analysis of the future; and research applications.

**HOSP4013**

Hospitality Service Management  
*Staff Contact: School Office*  
*S1 L2 T4 CP15*  
*Prerequisite: MARK3073*

Topics include: understanding the delivery of service in front office, food, beverage and rooms division and conference, entertainment, club and casino operations; developing new service concepts within various positioning strategies and health and government requirements; reviewing energy management systems; the presentation of food and beverage; determining cost controls and the cost/benefit of improvements.

**HOSP4014**

Managing People in the Hospitality Industry  
*Staff Contact: School Office*  
*S2 L2 T4 CP15*  
*Prerequisite: HOSP4013*

Topics include: understanding the concept of quality assurance; internal marketing; managing employee turnover and stress; career pathing; measuring and improving customer satisfaction; methods of increasing customer loyalty; determining the cost of unacceptable and inferior service; cost versus quality trade-offs.

**HOSP4015**

Hospitality Facilities Management  
*Staff Contact: School Office*  
*S1 L2 T4 CP15*  
*Prerequisite: HOSP3009*

Topics include: understanding workloads in a hotel as a prerequisite to good design and layout fitout; importance of Occupational Health and Safety Act, government and local council requirements; preparing feasibility studies including Return on Investment and debt versus equity decisions; use of computer aided design software. A detailed case study will be required in which each student will develop detailed plans and specifications needed for a restaurant or similar operation. Plans will include critical path charts, cost and income analysis, a five year marketing plan and budget.

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**Human Resource Management and Industrial Relations**  
(School of Industrial Relations and Organisational Behaviour)

**IROB1701**

Industrial Relations 1A  
(Australian Industrial Relations)  
*Staff Contact: Dr B. Ellern*  
*S1 or S2 L2 T1.5 CP15*  
*Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100) or 2 unit English (53-100), or 3 unit English (1-50)*

This subject provides a multi-disciplinary introduction to a range of important concepts and issues in Australian industrial relations. Topics include: political, social, economic, legal, historical and psychological aspects of the evolution and operation of modern industrial relations; the nature and implications of strikes, lockouts and other forms of industrial conflict and alienation; the structure and policies of State and Federal trade unions, the State labor councils and such peak organisations as the Australian Council of Trade Unions; the employer industrial relations function, management strategies and the structure and policies of employer associations; processes of work rule determination, such as collective bargaining, mediation, conciliation and compulsory arbitration; labour movements; and the role of the various arbitration tribunals and government instrumentalties with respect to industrial relations.

**IROB1702**

Industrial Relations 1B  
(Australian Trade Unionism)  
*Staff Contact: Dr C. Wright*  
*S2 L2 T1.5 CP15*  
*Prerequisite: IROB1701*
This subject covers the formation and development of Australian unions; analysis of economic, legal, political and social framework within which unions operate; the role of unions; the structure and government of unions; union democracy and politics; union strategies; and unions and the 'balance of power'. The course will discuss the policies and operation of unions generally, and of State labor councils and the Australian Council of Trade Unions.

IROB1712
Management of Organisations
Staff Contact: Dr L. Taksa
S1 L2 T1.5 CP15
Prerequisite: HSC minimum mark required - 2 unit Contemporary English (60-100), or 2 unit General English (60-100) or 2 unit English (53-100), or 3 unit English (1-50) Note/s: Excluded IROB2719.

This subject provides an interdisciplinary approach to the field of organisational behaviour in both the public and private sectors. It introduces students to a range of perspectives on organisational structures and processes, and considers how they help us understand various management theories and practices. On this basis, issues of power, control, conflict and culture are explored. Other topics include: changing approaches and attitudes to work; social and political influences on group behaviour; teamwork and other managerial interventions; leadership and motivation; the impact of technological and structural change.

IROB2703
Industrial Relations 2A
(Industrial Relations in the Global Economy)
Staff Contact: Dr I. Hampson
S1 L2 T1.5 CP15
Prerequisites: IROB1701

This subject focuses on the 'global shifts' in economics and industry that are driving transformations in many national industrial relations systems. As such, it shares many of the objectives of comparative industrial relations, namely to foster an appreciation of the merits of comparing industrial relations systems, and the use of comparative method. Since one of the major uses of comparative argument is in the sphere of industrial relations policy, the course also aims to review debates about the links between industrial relations systems on the one hand, and national competitiveness and social protection on the other.

IROB2704
Industrial Relations 2B
(Social Organisation of Work)
Staff Contact: Mr D. Morgan
S2 L2 T1.5 CP15
Prerequisite: IROB2703 or IROB1712

This subject covers: the social organisation of work; conceptual foundations of industrial psychology and sociology; issues include learning and skill formation, motivation, stress and alienation; design of jobs and work organisation; managerial behaviour and decision making in the labour process; management control and worker resistance; class, gender and ethnicity at work; the microdynamics of industrial conflict; professionalism and its consequences; and employee participation.

IROB2714
Industrial Democracy
Staff Contact: School Office
SS L2 T1 CP15
Prerequisite: IROB1701
Note/s: Not offered 1996.

IROB2715
Labour History
Staff Contact: Dr J. Shields
S2 L2 T1 CP15
Prerequisite: IROB1701
Note/s: Not offered 1996.

IROB2716
Industrial Conflict
Staff Contact: School Office
S2 L2 T1 CP15
Prerequisite: IROB1701
Note/s: Not offered 1996.

IROB2718
Human Resource Management
Staff Contact: School Office
S1 L2 T1 CP15
Prerequisite: IROB1701 or IROB1712

This subject looks at management of paid employment in Australia. It covers contemporary management thinking; issues in managing people - problem solving, leadership, power, communications and managing in an organisation - group dynamics and supervision, setting goals and performance appraisal, developing individual and organisational resources, career planning.

IROB2720
Japanese Employment Relations
Staff Contact: School Office
S1 L2 T1 CP15
Prerequisite: IROB1701 or JAPN1100 or other approved subject.
Note/s: Not offered 1996.

IROB2722
Industrial Relations in Newly Industrialized Asian Countries
Staff Contact: School Office
S1 or S2 L3 CP15
Prerequisite: IROB2703
Note/s: Not offered 1996.

IROB2724
Health and Safety at Work
Staff Contact: Prof M. Quinlan
S1 L3 CP15
Prerequisite: ACCT1511 and ECON1102

This subject examines the incidence, origins and management of occupational health and safety problems. It assesses the contribution of technical and social science disciplines to understanding and addressing occupational
injury and disease. The role of management, government and trade unions in addressing health and safety will also be critically assessed. Topics covered include the incidence and nature of occupational illness; theories of injury causation; explaining occupational disease; occupation stress; shiftwork; repetition strain injury; the regulation of occupational illness; workers’ compensation and rehabilitation; management and union approaches; safety engineering; noise; hazardous substances; and case study.

IROB3705
Industrial Relations 3A
(Management and Employment Relations)
Staff Contact: Dr C. Wright
S1 L2 T1.5 CP15
Prerequisite: IROB2704 or IROB2718
This subject covers: organisations of employers; employer organisation structure and strategy; employer associations’ relations with firms; multi-employer and single employer bargaining; corporate strategy; the structure of private and public sector organisations in relation to their environments; management values and ideology regarding employee motivation and regulation; management strategy and practice regarding employees and unions; the personnel and industrial relations function; line management and employee relations; management effectiveness in employee relations.

IROB3706
Industrial Relations 3B (Industrial Relations Policies and Processes)
Staff Contact: Prof M. Quinlan
S2 L2 T1.5 CP15
Prerequisite: IROB3705
This subject focuses on institutional structures, policies and procedures in industrial relations conflict resolution under arbitration and bargaining. Topics include: theoretical aspects; problems and issues in arbitration and bargaining; models of bargaining and arbitration; compulsory arbitration in the context of collective bargaining and the relative merits of the two methods under varying standards for evaluation; new work patterns, flexibility and award restructuring. Case studies and simulation exercise material may be used.

IROB3707
Industrial Relations Research Methods and Thesis Workshop
Staff Contact: A/Prof B. Dabscheck
S1 L2 T1 CP15
Prerequisite: IROB3705
Note/s: Excluded IROB3723.

IROB3708
History and Philosophy of Human Resource Management
Staff Contact: School Office
S1 L2 T1 CP15
Prerequisite: IROB3705 and permission of Head of School
This is a team-taught advanced subject designed for intending Honours year students and focuses on themes and debates in the history and philosophy of personnel and human resource practice, including: early industrial labour management; scientific management; industrial psychology; the Human Relations School; contemporary human resource management; and the management of occupational health and safety employee remuneration. Attention is also given to the nature of thesis research and writing and to specific research methods such as survey work and interviewing.

IROB3719
Industrial Relations Theory
Staff Contact: A/Prof B. Dabscheck
SS L2 T1 CP15
Prerequisite: IROB2704
Note/s: Not offered 1996.

IROB3720
Industrial Law
Staff Contact: Ms S. Hammond
S1 L2 T1 CP15
Prerequisite: IROB1701
Note/s: Excluded LAWS5030.
This subject looks at the nature and purposes of the legal system and industrial law; the law concerning the contract of employment; trade unions; industrial law; powers of Government; and the Commonwealth Conciliation and Arbitration System, awards, penal sanctions for industrial law, industrial torts, topics and issues of importance in the industrial law field.

IROB3721
Negotiation, Bargaining and Advocacy
Staff Contact: Ms S. Hammond
S2 L2 T1 CP15
Prerequisite: IROB1701
This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

IROB3722
Wages and Incomes Policy
Staff Contact: A/Prof B. Dabscheck
SS L2 T1 CP15
Prerequisite: IROB3720
Note/s: Excluded ECON3108.
Not offered 1996.

IROB3724
Strategic Human Resource Management
Staff Contact: School Office
S2 L2 T1 CP15
Prerequisite: IROB2718 or IROB2719 or IROB1712
This subject examines: the integration of human resource management and corporate strategy; opportunities and constraints in implementing strategic human resource management; the role of organisations’ internal and external environments in implementation of strategies; formulation,
selection and implementation of human resource strategies; authority maintenance, staffing, performance appraisal, competency development, corporate acculturation, management of organisational change, responses to and impacts on societal change; competing human resource strategies; developments in strategic human resource management and their application; cross cultural/national transferability; and the implications of strategic human resource management for Australian organisation and management.

IROB4705
Training and Work Reorganisation
Staff Contact: Dr I. Hampson
S2 L3 CP15
Prerequisite: Admission to the Honours Program
Training reform and work reorganisation have become key issues in Australian industrial relations and national development policy. This subject canvasses current debates about work reorganisation and training reform, drawing on overseas experience where useful. It examines models of work organisation influential in modern human resource management, like Japanese ‘lean production’ and Euro-Scandinavian ‘human centred production’. The ingredients of these new forms of work are highlighted and their training requirements identified. Training is examined as a key ingredient of successful strategic human resource management, and national development. The attempts to reform Australia’s training system are chartered.

IROB4706
Employment Policy and Practice
Staff Contact: School Officer
S1 L3 CP15
Prerequisite: Admission to the Honours Program
This subject examines the theory, law, award provisions, organisational policy and practice of at least two of the following: affirmative action and equal employment; workers’ compensation; grievance procedures; staffing and human resource policy.

IROB4731
Industrial Relations Case Studies A
Staff Contact: School Office
S1 L3 CP15
Prerequisite: IROB3706
Case studies highlight a range of industrial relations issues at the plant or local level. Students also prepare their own case study for seminar presentation.

IROB4732
Industrial Relations Case Studies B
Staff Contact: School Office
S2 L3 CP15
Prerequisite: IROB3706
Case studies highlight a range of industrial relations issues at the industry and national level. Students also prepare their own case study for seminar presentation.

IROB4733
Industrial Relations Seminar
Staff Contact: School Office
F CP30
Prerequisite: Admission to the Honours Program

Information Systems

INFS1602
Computer Information Systems 1
Staff Contact: School Office
S1 or S2 HPW 3 CP15
Prerequisite: Nil
This subject develops an understanding of the content of information systems, the types of information systems and the position of information systems in society; information systems at an organisational level, typical commercial applications, the systems life cycle, design concepts, data analysis and models and an introduction to data communications.

INFS1603
Business Data Management
Staff Contact: School Office
S1 or S2 HPW 3 CP15
Prerequisite: Nil
This subject provides students with the required knowledge and practical skills to be able to design database systems in an organisational environment, an understanding of the role of data in business and an understanding of the quality assurance issues in collecting, storing and using data.
INFS2603
Systems Analysis & Design
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: INFS1602 and INFS1603
This subject examines system analysis and design: requirements analysis and specification; logical and physical design of business systems; specification and updating of files; interactive dialogue procedures; and students compare design methodologies, set within the framework of an actual case study.

INFS2607
Business Data Networks
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS1602
This subject examines advanced data communication concepts and computer networks, with reference to international standards and common industry communications software packages; local/metropolitan/wide area networks; network management; Telstra services and other options; data security; and a case study involving the design of a telecommunications-based commercial system.

INFS2609
Object-Oriented Computer Programming
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: INFS1602 and INFS1603
This subject examines programming in the commercial environment; a commercial programming language; hardware and operating systems concepts and their impact on the commercial computing environment. This subject also introduces the terms and concepts underlying current developments in programming and user interface implementation.

INFS2691
Industrial Training 1
Staff Contact: School Office
S1 HPW 1 CP45
Prerequisite: INFS1602 and INFS1603
Note/s: Available only to BIT students.
Students consider the practical treatment of the characteristics of commercial information systems. The topics include: analysis of an existing information system; development of overview documentation of the system; evaluation of the interface design; consideration of the role of security and control mechanisms.

INFS2791
Industrial Training A
Staff Contact: School Office
S1 HPW 1 CP45
Prerequisite: INFS1602 and INFS1603
Students consider the practical treatment of commercial information systems in business. The topics include: analysis of an existing system in its organisational setting; evaluation of the interface design; consideration of organisational impact of the information system.

INFS3603
Executive Support Systems
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: INFS1602 and INFS1603
This subject examines the process of decision making and work group activity by professional and managerial people; the tools and techniques available in information technology to support these processes; the cultural and organisational issues involved in formalising support; and management issues related to support.

INFS3604
Information Function Management
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS2603
This subject introduces the management issues surrounding information systems and provides an understanding of senior management use of technology. Consideration is given to the use of information systems for strategic advantage and the practical applications of tools and concepts of project management.

INFS3605
Software Engineering
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisite: INFS2609
Students are supervised implementing an information systems project in a commercial programming language. Topics include: advanced program design and structured techniques; computer aided software engineering techniques; interface with systems software at application implementation level; the comparison of a range of programming languages; test data specification; and implementation procedures.

INFS3606
Advanced Data Networks
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS2607
Note/s: Not offered 1996.

INFS3607
Distributed Computer Systems
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS2603
Note/s: Excluded INFS2607. Not offered 1996. This subject has been replaced by INFS2607.

INFS3608
Advanced Database Systems
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: INFS1602 and INFS1603
Topics include: advanced data analysis and modelling techniques; database management system architectures including hierarchical, network and relational approaches; database reliability, security and integrity issues; and data description and manipulation languages.
INFS3611
Advanced Analysis and Design
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS2603

This subject focuses on a systems analysis design case study where students are required to produce: a statement of requirements; a feasibility study and/or evaluation; logical design; physical design and a presentation of proposals to users. Students consider: user requirements; elicitation techniques and approaches; project management; alternative design methodologies; information systems lifecycle; and the practical use of CASE tools.

INFS3616
Commercial Programming Principles
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: INFS3605
Corequisite: INFS3692

Note/s: Available only to BIT students.

This subject focuses on the advanced treatment of the practice of implementing commercial systems. Topics include: the use of library code; program design for performance; project control and reporting practice; programming standards; interactive interface; software testing; CASE tools; documentation; security and control; and maintenance.

INFS3602
Industrial Training 2
Staff Contact: School Office
S2 HPW 1 CP45
Prerequisite: INFS3605 or INFS2609
Corequisite: INFS3616

Note/s: Available only to BIT students.

Students gain in-depth practical exposure to information systems development. The topics covered include: the structure and management of the implementation teams; the roles of users and information staff in implementation; and scheduling and control during implementation.

INFS3792
Industrial Training B
Staff Contact: School Office
S2 HPW 1 CP45
Prerequisite: INFS2603

Students are provided with in-depth practical work in information systems analysis and design. Topics include: the management of requirements analysis and design activities; the roles of information system clients; managing the software process; managing and using technology.

INFS4693
Industrial Training 3
Staff Contact: School Office
S1 HPW 1 CP45
Corequisite: INFS3611.

Note/s: Available only to BIT students.

Students are provided with in-depth practical work in information systems analysis and design. The topics covered include: the structure and management of analysis and design teams; the roles of users and I/S staff in analysis and design; and scheduling and control during analysis and design.

INFS4774
Information Systems Security
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: INFS1603, INFS2607 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5984. See Graduate Study: Subject Descriptions.

INFS4783
Industrial Training C
Staff Contact: School Office
S1 HPW 1 CP45
Prerequisite: INFS3604

Students study, in-depth, the business process and its relationship with information systems. Consideration is given to the impact of the system on the organisation and the suitability of the system to the organisation's needs; planning and re-engineering the business; and writing a business project.

INFS4794
Thesis (Information Systems)
Staff Contact: School Office
S2 CP30

INFS4805
Information Systems Auditing
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: ACCT3708, INFS1602 and admission to BCom degree course at Honours level majoring in Information Systems plus approval from the Head of School of Information Systems.

As for INFS5905. See Graduate Study: Subject Descriptions.

INFS4810
Advanced Data Management
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems, plus approval of the Head of School of Information Systems.

As for INFS5926. See Graduate Study: Subject Descriptions

INFS4811
Knowledge Based Information Systems
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5927. See Graduate Study: Subject Descriptions

INFS4812
Software Engineering Management
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5928. See Graduate Study: Subject Descriptions.
INFS4825
Object-Oriented Information Systems
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: INFS3605 and admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of the School of Information Systems.

As for INFS5925. See Graduate Study: Subject Descriptions.

INFS4848
Information Systems Project Management
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5848. See Graduate Study: Subject Descriptions.

INFS4853
Information Systems Management
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5953. See Graduate Study: Subject Descriptions.

INFS4857
Information and Decision Technology
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS957. See Graduate Study: Subject Descriptions.

INFS4886
Research Topics in Information Systems 1
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS986. See Graduate Study: Subject Descriptions.

INFS4887
Research Topics in Information Systems 2
Staff Contact: School Office
S2 HPW 3 CP15
Prerequisite: Admission to BCom degree course at Honours level majoring in Information Systems.

As for INFS987. See Graduate Study: Subject Descriptions.

INFS4891
Decision Support Systems
Staff Contact: School Office
S1 HPW 3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval by the Head of School of Information Systems.

As for INFS991. See Graduate Study: Subject Descriptions.

INFS4893
Special Topic in Information Systems
Staff Contact: School Office
S1 or S2 HPW3 CP15
Prerequisites: Admission to BCom degree course at Honours level majoring in Information Systems plus approval of the Head of School of Information Systems.

As for INFS5993. See Graduate Study: Subject Descriptions.

INFS4898
Project Seminar
Staff Contact: School Office
S1 or S2 CP15
Note/s: Not offered 1996.

Japanese Studies
(School of Asian Business and Language Studies)

JAPN1000
Japanese Communication 1A
Staff Contact: Dr Y. Sasaki
S1 HPW5 CP15
Prerequisite: Nil

This subject provides an introduction to modern Japanese interactive skills, ie. listening, speaking, reading, writing, rules of communication, and socio-cultural knowledge of present-day Japan and local Japanese community, essential to basic survival interaction with Japanese. Emphasis on conversational skills. Hiragana, katakana and approximately 50 kanji are introduced.

JAPN1001
Japanese Communication 1B
Staff Contact: Dr Y. Sasaki
S2 HPW5 CP15
Prerequisite: JAPN1000

This subject provides for the further acquisition of interactive skills in basic Japanese, regarding everyday non-technical topics. Introduction of approximately 100 new kanji.

JAPN2000
Japanese Communication 2A
Staff Contact: Mr W. Armour
S1 HPW5 CP15
Prerequisite: JAPN1001

This subject provides for the further development of beginner's Japanese interactive skills. Prepares students to become competent in anticipated Australia-Japan contact situations and basic survival situations in Japan. Continued emphasis on oral-aural skill acquisition. Approximately 100 new kanji are introduced.

JAPN2001
Japanese Communication 2B
Staff Contact: Mr W. Armour
S2 HPW5 CP15
Prerequisite: JAPN2000
This subject aims at consolidation of oral-aural skills up to intermediate level. Development of reading and writing skills, with another 150 kanji introduced.

**JAPN2400**  
**Japanese Business and Management**  
*Staff Contact: A/Prof W. Purcell*  
S2 HPW3 CP15  
*Prerequisite: JAPN1001 or ECON1101*  
*Note/s: Not offered 1996.*

**JAPN2500**  
**Japanese Studies**  
*Staff Contact: A/Prof W. Purcell*  
S1 HPW3 CP15  
*Prerequisite: JAPN1001*  
This subject introduces Japanese society, history, culture, politics and economy. Topics include social stratification, the role of women, demographic change, the education system, electoral politics, interest-group representation, Japan's economic growth, agriculture and industrial development, the role of the state, Japan's underworld yakuza and traditional kabuki theatre.

**JAPN2600**  
**Hospitality Japanese**  
*Staff Contact: Ms Fusako Osho*  
S2 HPW3 CP15  
*Prerequisite: JAPN2000*  
*Note/s: Excluded JAPN4000 or above*  
This subject aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasizes comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

**JAPN3000**  
**Japanese Communication 3A**  
*Staff Contact: Dr C. Kinoshita Thomson*  
S1 HPW5 CP15  
*Prerequisite: JAPN2001*  
This subject equips students with solid linguistic skills at intermediate level, with increasing emphasis on reading and writing. Introduction to a variety of local Australia-Japan contact situations and expanding practical usage of students’ interactive skills. Approximately 150 new kanji are introduced.

**JAPN3001**  
**Japanese Communication 3B**  
*Staff Contact: Dr C. Kinoshita Thomson*  
S2 HPW5 CP15  
*Prerequisite: JAPN3000*  
This subject provides for the further development of communicative skills and competence attained in JAPN3000. Students use Japanese in a wider context, thereby increasing vocabulary and knowledge of grammatical structures. Another 150 kanji are introduced.

**JAPN3500**  
**Business Japanese**  
*Staff Contact: Ms K. Okamoto*  
S2 HPW3 CP15  
*Prerequisite: JAPN3000*  
*Note/s: Excluded JAPN4100 or above*  
This subject concentrates on interactive skills for business situations, including reading and writing. Introduces students to technical language of accounting, finance, economics and marketing and develops skills needed in typical formal and informal business contact situations, such as business introductions and meetings, business conversation, written channels of communication and business etiquette.

**JAPN4000**  
**Japanese Communication 4A**  
*Staff Contact: Ms H. Masumi-So*  
S1 HPW5 CP15  
*Prerequisite: JAPN3001*  
This subject concentrates on the acquisition of late-intermediate to early-advanced interactive skills in Japanese with continued emphasis on reading and writing. Introduction to basic linguistic features of advanced level Japanese and provides opportunities to practise skills needed in typical formal and informal Australia-Japan contact situations. Approximately 150 kanji are introduced.

**JAPN4001**  
**Japanese Communication 4B**  
*Staff Contact: Ms H. Masumi-So*  
S2 HPW5 CP15  
*Prerequisite: JAPN4000*  
This subject prepares students in the acquisition of well-rounded linguistic and communicative competence necessary for advanced learners. Further extension and systematic practice of interactive skills. Another 150 kanji are introduced.

**JAPN4100**  
**Japanese Communication 5A**  
*Staff Contact: Ms S. lida*  
S1 HPW5 CP15  
*Prerequisite: JAPN4001*  
This subject focuses on mid-advanced Japanese interactive skills. Increasing emphasis is placed upon further development of reading and writing abilities. Autonomous learning is encouraged and assisted in acquisition of more advanced interactive skills. Students are given opportunities to improve on competence in professional and business settings. Approximately 250 new kanji are introduced.

**JAPN4101**  
**Japanese Communication 5B**  
*Staff Contact: Ms S. lida*  
S2 HPW5 CP15  
*Prerequisite: JAPN4100*  
This subject hones those reading and writing skills attained in JAPN4100. Continued instruction in more advanced conversational and grammatical structures and useful vocabulary for the purpose of business and related areas of communication. A further 250 kanji are introduced.
This subject concentrates on further acquisition of interactive skills required in a wider variety of Australia-Japan contact situations. Continued emphasis on autonomous learning and self-monitoring of problem areas in interactive skills. Approximately 250 new kanji are introduced.

This subject provides for the refining of linguistic and communicative skills acquired in JAPN4200. Another 250 kanji are introduced, i.e. the remaining jooyoo kanji.

This subject provides opportunity for advanced learners of Japanese with intensive and extensive reading in the language on selected topic(s). Accumulation of kanji, vocabulary and idiomatic expressions is emphasized.

This subject continues on from JAPN4300 and further assists students in developing their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

This subject provides a framework for analyzing problems in the field of Japanese Studies, including a theoretical framework and types and sources of problems. Where possible, students carry out empirical data collection and are guided through the analysis of and search for possible solutions to these problems.

This subject provides a research project using skills acquired in JAPN4500.

This subject continues on from JAPN4520 and further assists students in developing their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

This subject continues on from JAPN4530 and further assists advanced students in developing and consolidating their skills and knowledge of Japanese language and communication at a level most suitable for each individual.

This subject provides a foundation for conducting research in the area of Japanese Studies. Students will become familiar with research literature, theoretical frameworks and research methodologies in this field.
Korean (School of Asian Business and Language Studies)

KORE1000
Korean 1A
Staff Contact: Mr S-C. Shin
S1 HPW5 CP15
Prerequisite: Nil

This subject provides beginners with practical language skills for effective communication. Emphasis is on use of the language in basic survival situations. Communicative methods are used to develop in students the four language skills: listening, speaking, reading and writing, within a cultural context. The Korean script, Han-gul, is taught progressively.

KORE1001
Korean 1B
Staff Contact: Mr S-C. Shin
S2 HPW5 CP15
Prerequisite: KORE1000 or equivalent

This subject further develops communicative skills in introductory Korean, with emphasis on a variety of 'real life' situations. New communicative functions, vocabulary and grammatical structures are progressively added to knowledge and skills acquired in KORE1000.

KORE2000
Korean 2A
Staff Contact: Mr S-C. Shin
S1 HPW5 CP15
Prerequisite: KORE1001 or equivalent

This subject further develops communicative skills on the groundwork covered in introductory-level Korean and allows students to build upon their spoken and written language skills, enabling them to interact in a wider range of communicative situations.

KORE2001
Korean 2B
Staff Contact: Mr S-C. Shin
S1 HPW5 CP15
Prerequisite: KORE2000 or equivalent

This subject consolidates and further expands knowledge and skills developed in the previous subjects as well as laying the foundation for students who wish to proceed to a third year program. A number of selected Hanja, Sino-Korean characters, are introduced to further enhance the students' skills to read and comprehend modern Korean mixed script.

KORE2500
Korean Economy and Business
Staff Contact: Mr S-C. Shin
S2 HPW5 CP15
Prerequisite: 90 credit points in the faculties of Arts, Law or Commerce and Economics

An introduction to Korean Economy and Business practice. Topics include: Korea's economic development and growth; economic policies; government-business relations; corporate structure and enterprise groupings; Chaebol; industry system; workplace practices; decision-making procedures; business negotiations and; socio-cultural elements in business and management.

KORE3000
Korean 3A
Staff Contact: Mr S-C. Shin
S1 HPW5 CP15
Prerequisite: KORE2001 or equivalent

Consolidation of students' communicative skills in both spoken and written Korean at intermediate level, with increasing emphasis on reading and writing. It introduces a wider range of communicative topics, vocabulary and grammatical structures and further expands practical usage of students' knowledge and interactive skills. Approximately 100 new Hanji are also introduced.

KORE3001
Korean 3B
Staff Contact: Mr S-C. Shin
S2 HPW5 CP15
Prerequisite: KORE3000 or equivalent

Further development of communicative skills attained in KORE3000 and a new orientation to specific needs in everyday business situations. It equips students with a variety of practical language skills and background information necessary not only for everyday conversation but also for Korean-Australian business situations. Includes systematic practice of communication skills in the classroom and some fieldwork at the 'real-life' situations in the Sydney Korean business community. Another 150 Hanji are introduced.

Law

LAWS1010
Litigation
Staff Contact: Dr Jill Hunter
F HPW4 CP30

Introduces students to issues and problems in three areas:

1. Civil pre-trial procedure: focuses on selected topics largely in the context of Supreme Court; actions; parties to an action; pleadings; discovery; and exchange of information. Supreme Court Rules are examined to determine the extent to which they facilitate just, accurate and speedy resolution of disputes. Problems of delay and cost are also addressed with particular reference to case-flow management techniques and alternative dispute resolution.

2. Criminal pre-trial procedure: the law and related issues associated with arrest, warrants, police searches, interrogation and the formulation of pleadings. Comparisons are drawn between the civil and criminal pre-trial processes.

3. Evidence: a basic understanding of the legal and philosophical principles related to the presentation of evidence in court. A comprehensive examination of the rules of evidence, including those designed to protect the accused at trial; the rule against hearsay evidence; the use of expert evidence; the treatment of unreliable evidence; proof and probability theory and questioning of witnesses in court. The effect of pretrial procedures on the final outcome at trial highlighted.
LAW1120
Legal System Torts
Staff Contact: Mr Angus Corbett/Ms Prue Vines
F HPW4 CP30
This course covers: the legal significance of the arrival of the British in Australia; the principal institutions of the legal system, particularly the courts, the legislature, and the executive arms of government; the judiciary; the legal profession; their history, roles, interrelationships, operation and techniques; general constitutional principles and institutions; the notion and consequences of federalism; Bill of Rights proposals; precedent and statutory interpretation, practice and theory; sources of Australian law, including the past and present status of Aboriginal customary law; origins of the common law; classifications within the common law; jurisdiction of Australian courts.

The course also examines a number of torts, both intentional and unintentional, relating to economic interests as well as personal injury. The primary focus of the course is a thorough and comprehensive introduction to the tort of negligence. There is a detailed discussion of specific issues such as recovery for personal injury, for nervous shock, for pure economic loss as well as affirmative duties of care. In addition there is an introduction to the law relating to limitation periods, vicarious liability, defences to the tort of negligence and the law relating to the assessment of damages. The approach to teaching this material is via extensive discussion of a relatively limited number of leading cases. Students are thus able to build up an understanding of this body of law through their own analysis of case law and statute law.

A second strand of this course is to introduce students to the wide-ranging debates about the appropriate role and function of tort law. This requires developing a working knowledge of a feminist and economic analysis of tort law and of the various corrective justice theories of tort. In developing this working knowledge students will be exposed to secondary materials which build upon and refer to the cases and statutes which are included in the course.

LAW1420
Contracts
Staff Contact: Mr Denis Harley
F HPW4 CP22.50
Corequisite: LAWS2140
This course examines the nature of contractual obligations and how parties make and break contracts. Topics include: how contracts are formed and the necessary elements of a validly constituted contract; express and implied terms of a contract and how such terms are imported into the contract; the consequences where a contract is induced by misrepresentation, mistake or unconscionability; exemption clauses; estoppel and contract; remedies for breach of contract and the damages payable for such breach. Students are encouraged to examine the role of contract law from an historical and contemporary standpoint.

LAW1610
Criminal Law
Staff Contact: A/Prof David Brown
F HPW4 CP30
This course covers the principles of criminal law and criminal liability. Aims to: promote and refine research and social policy analysis skills; develop a rigorous analytic and socially oriented approach to the study of criminal law; investigate the constitution of concepts like crime, criminal and criminal law; question traditional approaches which assume a unified set of general principles; suggest an approach to criminal law as a number of diverse fields of regulation; acknowledge the importance of forms of regulation outside the criminal law; examine empirical material on the actual operation of the N.S.W criminal process such as court statistics and a court observation exercise; examine the substantive rules developed in selected criminal offence areas; stress the importance and relevance of criminal law in an understanding of law, even (and especially) for those who do not intend to practice in the area. Topics include: the phenomenon of crime, the criminal process, criminal responsibility, homicide offences, public order offences, drug offences, offences against the person, offences of dishonest acquisition, general defences, complicity, conspiracy, sentencing and penal practices.

LAW2140
Public Law
Staff Contact: Mr Robert Shelley
S1 HPW2 CP7.50
Corequisite: LAWS1420
This course introduces the students to the concept of 'public law', its methods of reasoning, history and fundamental principles. It deals with the fundamental principles of constitutional and administrative law; with the ethical precepts underlying our constitutional system; with the essential features of our system of government, and with the increasing role of public international law. The course also introduces students to comparative law, especially the public law assumptions of the Civil Law system. Topics include the concept of public law; theories and history of constitutionalism; comparative methods of enforcing constitutional precepts; Australia's constitutional development; the separation of powers, responsible government and constitutional conventions; and the republican debate.

LAW2150
Federal Constitutional Law
Staff Contact: Prof George Winterton and Mr Keven Booker
S1 or S2 HPW4 CP15
This subject is concerned with federal constitutional law, stressing the legislative and judicial powers of the Commonwealth and the judicial interpretation by the High Court of the extent of those powers, in particular: trade and commerce, external affairs, corporations, appropriation, grants and taxation powers, family law and industrial law powers, inconsistency of Commonwealth and State laws, freedom of interstate trade and commerce, excise and implied limitations on Commonwealth and State powers. Techniques and approaches adopted by the High Court in interpreting the Australian Constitution, and occasionally, federal executive power.

Further study of constitutional law may be undertaken in LAWS2100 The High Court of Australia.
LAWS2160
Administrative Law
Staff Contact: Ms Melinda Jones
S1 or S2 HPW4 CP15
This course considers the law concerning the accountability and control of government officials. Topics covered include: the regulation of delegated legislation; the problem of corruption; the duty to give reasons for administration decisions; freedom of information, the Ombudsman, the Administrative Appeals Tribunal; and judicial review of administrative action [the principles of legality and procedural fairness].

LAWS2230
Communications Law
Staff Contact: Ms Holly Ralche
SS HPW4 CP15
The course will cover a range of communications issues including laws covering communications generally such as defamation and contempt and other forms of legal control. It will examine both the technology of communications (spectrum use and management, and telecommunications networks and services) and its regulation under legislation. The licensing of a range of broadcasting services and controls over their content will also be examined, as well as the powers, functions and processes of the Australian Broadcasting Authority. Because much of the legislation is new and the subject of continuing debate, the course will examine policy debates as well as criticism and analysis of the current legislative frameworks for communications.

LAWS3010
Property and Equity
Staff Contact: A/Prof Chris Rossiter
F HPW4 CP30
This course covers the basic principles of the law of property, transcending the traditional boundaries of real and personal property. For reasons of time and convenience, most topics are those usually considered in the context of 'real property'. Enquiry into the meaning of the concepts of property and the purposes that are or ought to be fulfilled by the law of property. Some of the traditional concepts and classifications adopted by the common law in the content of the study of fixtures. Topics: possession as a proprietary interest in land and goods; some basic concepts such as seisin and tite; the fragmentation of proprietary interests, including the doctrines of tenure and estates; an introduction to future interests; the development of legal and equitable interests, including a comparative treatment of their nature, extent and sphere of enforceability and an introduction to trusts; legal and equitable remedies; the statutory regulation of proprietary interests in land, including an examination of the Torrens and deeds registration systems; co-ownership; an introduction to security interests; the acquisition of proprietary interests; the alienability of interests including trusts for sale; commercial transactions involving leasehold estates in land and bailment of goods.

LAWS3030
Trusts
Staff Contact: Mr Brian Bromberger
SS HPW4 CP15
This subject examines the nature, history and classification of trusts; the use of trusts in modern law; social control through trusts; express private trusts; purpose trusts; discretionary and protective trusts; the creation and variation of private trusts; trusts in commerce; resulting and constructive trusts; charitable and public trusts; the significance of charitable status; powers and duties of trustees.

A useful introduction to LAWS3050 Succession which develops a number of themes which are raised by a consideration of the law of trusts.

LAWS3050
Succession
Staff Contact: Ms Prue Vines
SS HPW4 CP15
Prerequisite: LAWS3010
This course examines the law governing succession to property on death including the rules relating to wills, administration of assets, family provision and intestate succession. Equitable doctrines relating to the law of wills and administration of estates, including construction of wills, marshalling, satisfaction, ademption, and donations mortis causa. Emphasis is placed on the Australian, especially the NSW, law but there is a significant comparative aspect to this course. Civil law systems, Aboriginal customary law and Islamic law of inheritance, inter alia, are considered. Although the rules of equity constitute a theme common to this subject and LAWS3020 and LAWS3030, there is no significant overlap. Students interested in both the law of trusts and the law of succession should do both LAWS3030 and LAWS3050; in that event it is preferable to do LAWS3030 first.

LAWS4010
Business Associations 1
Staff Contact: Mr Angus Corbett
SS HPW4 CP15
Note/s: Students are advised to complete LAWS3010 Property and Equity before undertaking Business Associations 1.

This subject introduces a number of important legal and theoretical aspects of the operation of business companies. In addition there is a brief overview of partnership law.

The company law component of the subject falls into two parts. The first deals with the process and incidents of incorporation. The topics dealt with in this part include the derivation of the modern company; an introduction to the regulatory structures for companies and the security industry in Australia; the formation of the company; the privileged position of the private company; an introduction to the corporate constitution, organs and capital; promoters' duties; pre-incorporation contracts; the separate personality of the corporation and its exceptions; corporate liability in crime.

The balance of the subject is concerned with the structure and governance of the company. It examines the corporate organs the board of directors and the general meeting and the division of corporate powers between them; the duties and liabilities of directors and other officers; the remedies available to shareholders for the enforcement of directors'
duties and protection against oppression or over-reaching by controllers.
While much of this company law doctrine is equally applicable to the large company as to the small enterprise, the subject stresses the problems, processes and transactions typically encountered by small incorporated business.

**LAWS4020**  
**Business Associations 2**  
*Staff Contact: Mr Angus Corbett*  
*S2 HPW4 CP15*  
*Prerequisite: LAWS4010*

This course covers areas of company law and securities regulation not covered in LAWS4010 Business Associations 1, and particularly those of relevance to larger enterprise companies. Students who wish to complete a comprehensive study of company law and securities regulation are advised to take this subject in addition to LAWS4010.

The subject deals with topics within the fields of corporate finance and securities regulation (including the regulation of takeovers). Topics studied will be drawn from the following:
1. corporate finance including classes of shares, company accounts and audit, the protection of share capital and the law on dividends; 2. securities markets and their regulation including insider trading and other market abuse, and the hearing and investigative powers of the Australian Securities Commission; 3. Public issues of corporate securities including philosophy of new issue regulation, listing and quotation, prospectus requirements, liability for prospectus contents, and prescribed interests; 4. the regulation of takeovers; 5. corporate insolvency.

**LAWS4030**  
**The Modern Corporation**  
*Staff Contact: A/Prof Paul Redmond*  
*S2 HPW4 CP15*

Examines on a comparative basis selected issues in law and social policy arising from the modern emergence of the large business corporation as a dominant institution in western economies. The object is to develop a critical understanding of corporate structures and operations and of regulatory systems.

The central theme concerns corporate control and governance. Topics include: 1. the distribution of corporate ownership and control - modern patterns and their significance; 2. institutional share ownership - recent developments and control implications; 3. the regulation of financial intermediaries; 4. networks of influence - inter-company and business-government interlocks; 5. legal responses to the separation of corporate ownership and control with particular reference to the identification and transfer of corporate control; 6. structure, process and function in the public company board of directors; 7. corporate social responsibility; 8. industrial democracy; 9. employee participation in corporate capital formation; 10. state intervention in business - industrial strategy, corporatism and managerial prerogatives; and 11. the regulation of multi-national enterprise.

**LAWS4240**  
**Industrial and Intellectual Property**  
*Staff Contact: A/Prof Jill McKeough*  
*SS HPW4 CP15*  
*Prerequisite: LAWS3010*

This course examines areas of the law relating to concepts of intangible property including the law of patents, trademarks, trade designs, copyright, confidentiality, passing-off and the protection of business reputation.

**LAWS4260**  
**Regulation of Economic Activity**  
*Staff Contact: A/Prof Philip Burgess*  
*SS HPW4 CP15*

This subject considers the theories, economics and politics of regulation; the role of competition policy; the case for exemption; regulation v self-regulation; regulatory reform; selected case studies in economic regulation.

**LAWS4340**  
**Trade Practices**  
*Staff Contact: School Office*  
*SS HPW4 CP15*

This course analyses the operation of competition law in Australia and the types of conduct and practices that are anti-competitive. The focus is on the restrictive trade practices provisions of the Trade Practices Act 1974, the decisions of the Federal Court and the determinations of the Trade Practices Commission and the Trade Practices Tribunal. Where relevant, U.S., UK and European decisions are considered.

**LAWS4350**  
**Insurance Law**  
*Staff Contact: School Office*  
*SS HPW4 CP15*

This subject covers the basic principles of insurance law. Topics: 1. Principles of insurance law; insurable interest, indemnity, good faith, subrogation, contribution; 2. Insurance contracts: formation, warranties and conditions, cover, claims, brokers and agents; 3. The changes effected by the relevant legislation and the residual problems.

**LAWS4370**  
**Commercial Law A**  
*Staff Contact: Dr Gail Pearson*  
*SS HPW4 CP15*

This course aims, with LAWS4380 Commercial Law B, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. the law on sale of goods; 2. an introduction to consumer protection including the supply of services; 3. an introduction to the law on consumer credit.

Students wishing to complete an introductory study of commercial law are advised to take LAWS4380 Commercial Law B. More advanced study of consumer protection is available in LAWS4390 Consumer Protection Law. Other areas of commercial law are dealt with in LAWS4540 International Trade and LAWS4800 The Law of Banking.
LAWS4380
Commercial Law B
Staff Contact: Mr Ian Cameron
SS HPW4 CP15
Note/s: This subject may be studied on its own but students wishing to complete an introductory study of commercial law are advised to take LAWS4370 Commercial Law A as well. Other areas of commercial law are dealt with in LAWS4390 Consumer Protection Law, LAWS4450 International Trade and LAWS4800 The Law of Banking.
This course aims, with LAWS4370 Commercial Law A, to provide an introduction to principal areas of commercial law of relevance to legal practice. Topics: 1. negotiable instruments, including a study of commercial bills against the background of a description of the operation of the commercial bills and money markets; 2. secured transactions. Students are introduced to the law on securities over personal property including priorities. Reference is made to credit arrangements in use in the distribution and sale of goods and services; 3. introduction to law of bankruptcy.

LAWS4390
Consumer Protection Law
Staff Contact: Dr Gail Pearson
SS HPW4 CP15
This course examines legislative strategies for the protection of consumers and the effect of this legislation upon markets. The following protective strategies are considered: advertising self regulation; statutory regulation of advertising; the regulation of packaging and labelling; protection against sales promotion techniques; franchising; the licensing of persons dealing with consumers; product liability; statutory regulation of unconscionable conduct; and special procedures for consumer claims.

LAWS4440
Elements of Income Tax Law
Staff Contact: A/Prof Phillip Burgess
SS HPW4 CP15
Topics covered: 1. Introduction: the policies served by taxation with particular reference to distributional and economic objectives; the uniform tax system: the structure of the current Income Tax Assessment Act and its administration. 2. A critical analysis of the principal concepts of the law of income taxation and the taxation of capital gains and fringe benefits; the law on income and deductions as applicable to individuals; the trading stock provisions and tax accounting; concepts of residence and source. 3. The judicial interpretation of taxing statutes; policy questions concerning tax avoidance.

LAWS4450
Advanced Revenue Law
Staff Contact: A/Prof Phillip Burgess
SS HPW4 CP15
Prerequisite: LAWS4440
Note/s: Students should have completed LAWS4010 Business Associations 1 or be taking that course concurrently with LAWS4450.
This course examines areas of income tax introduced in LAWS4440 Elements of Income Tax Law in greater depth. Several areas of income tax law and other revenue law not touched on in the earlier subject. Topics: 1. taxation of partnerships, trusts and companies, including capital gains tax; 2. assignment of income; 3. tax avoidance and evasion - analysis of general, and specific, anti-avoidance legislation and penalties legislation; 4. an introduction to aspects of international tax including some international tax agreements; 5. tax decision-making and review in the context of a mass decision making process.

LAWS4540
International Trade Law
Staff Contact: Mr Mark Buchanan
SS HPW4 CP15
Note/s: There are no prerequisites for this course, however students may find that having taken or taking concurrently, Public International Law, Business Associations 1 and Commercial Law would prove to be particularly helpful.
This course provides for a study of the Legal Environment of the International Trade Transaction, consisting of the role and structure of International Legal and Economic Institutions, national government regulation affecting trade, and the 'private' law of the international transaction itself. The course begins by exploring the International Trade Regime including the General Agreement on Tariffs and Trade, and related multilateral institutions. Structural and Transactional aspects of international trade law follow, including Foreign Direct Investment regulation, Methods and Forms of international trade law and investment (eg. Joint Ventures), protection of Intellectual Property, Licensing and Technology Transfers, Import/Export Transactions, Customs, Tariffs and International Payments (eg. Letters of Credit). International Commercial Dispute Resolution is also covered. The course concludes with Selected Current Issues in Trade Policy and Ethical and Social Responsibility (eg. Protectionism, Anti-dumping, Agricultural Trade, New International Economic Order, International trade and the Environment, and MNC's and International Codes of Conduct).

LAWS5000
The Law of Employment
Staff Contact: Prof Adrian Brooks
SS HPW4 CP15
This course examines the employer-employee relationship with particular attention to the individual contract of employment on which that relationship rests, the legal concept of an 'employee', incidents of the employment relationship, the mutual rights and duties of the employer and the employee; the termination of the relationship with particular reference to the discharge of the contract of employment by performance, by notice and for cause and the remedies for wrongful termination; the relationship between an individual contract of employment and the relevant Award or Industrial Agreement; the legislation which is designed to protect wages, hours and various leave entitlements; legislation with respect to Anti-Discrimination; programs for Equal Employment Opportunity and Affirmative Action.

LAWS5030
Industrial Law
Staff Contact: Prof Adrian Brooks
SS HPW4 CP15
This subject examines the Commonwealth and New South Wales systems of compulsory conciliation and arbitration of industrial disputes; the Commonwealth and New South Wales legislation regulating the activities of trade and industrial unions, including their internal administration; and
the common law relating to trade unions and industrial disputes.

**LAW6210**
**Law, Lawyers and Society**  
*Staff Contact: Dr Stan Ross*  
S1 or S2 HPW4 CP15

Topics include: 1. The lawyer-client relationship, including who exercises control and the lawyers' duties to accept work, to keep client confidences, to act competently and to avoid conflicts of interest; the social implications of lawyers' professional behaviour. 2. The adversary system of litigation and the lawyers' role therein, both generally and specifically as defense counsel and as prosecutor in criminal cases. 3. The structure of the profession and methods of regulation including discussion of the concept of professionalism, control of admission, discipline generally and conduct in court specifically; selection and control of the judiciary. 4. Issues relating to the delivery of legal services, including specialization in lawyers' practice, the structure and availability of legal aid, the regulation of lawyers' fees, the extent of the lawyers' monopoly and the role of non-lawyers in delivering legal services.

**LAW7410**
**Legal Research and Writing 1**  
*Staff Contact: Ms Irene Nemes*  
S1 HPW2 CP10

This course covers: the literature, both legal and non-legal, relevant to the law in Australia; the contents of a law library, how it works and is ordered and how lawyers go about using it to find the law; providing practice in handling the principal legal materials in the law library, notably law reports, collections of statutes, bibliographies, periodical indexes, digests and material on law reform. The course also introduces case analysis and statutes; the principles of legal writing, including plain English, citation practice, word processing and logical argument; the use of computerized legal research methods; and the methods and objectives of legal and empirical research.

**LAW7420**
**Legal Research and Writing 2**  
*Staff Contact: Ms Irene Nemes*  
S2 HPW2 CP5

This course revises legal research skills acquired in LAW7410 Legal Research and Writing 1, particularly the use of Australian digests, law reform materials, loose-leaf services and legal encyclopaedias. Practice is given in finding and updating the law on a topic, and in accessing information on foreign legal systems and international law. Further instruction is given on the use of computers for retrieval of legal materials.

**LAW8340**
**Research Component**  
*Staff Contact: Mr Ian Cameron*  
CP0

Note/s: Taken after or concurrently with LAW7420. This subject must be taken either concurrently with or after LAWS7420 Legal Research and Writing 2, though students are advised where possible to complete Legal Research and Writing 2 first so that they have a command of the relevant research techniques. Students must select one from amongst the subjects for which they are enrolled in which a piece of assessable work (a research essay or moot) will be allocated for Research Component, and must submit a Research Component Form to the Administrative Assistant (Undergraduate) by the end of Week 4 in the Session in which they elect to undertake Research Component. This form must identify the subject in which the work for Research Component will be undertaken, and must be signed by the teacher in the subject. Students must attach to the completed research essay or moot submission a written research report, outlining the research methods adopted in preparation for the essay or moot. The piece of assessable work chosen for allocation to Research Component must be worth 30% of the total mark (in the case of a three-credit point subject, or 15% of the total mark in the case of a six-credit point subject). The assessment of Research Component will be made on the basis of the research report, in addition to the separate assessment of the essay or moot for the purpose of the subject selected. All subjects offered in the Law School are prima facie available to Research Component students for this purpose. Where for compelling reasons no provision for a suitable essay or moot is or can be made in a program of assessment of a particular subject, the teacher of that subject may ask the student to select another subject. There is no formal teaching in LAWS7430 Research Component and no credit points are awarded for it. It is compulsory for all students except those taking one or more of the Research Thesis electives (LAWS6510, LAWS6520, LAWS6530).

**LAW8820**
**Legal Theory**  
*Staff Contact: A/Prof Martin Krygier*  
S1 or S2 HPW4 CP15

This subject introduces philosophical questions which underlie the practical workings of the law. The course concentrates on questions to do with reasoning, particularly the reasoning of judges, and of moral reasoning; and the interrelationships between law and morals and law and politics.

**LAW8830**
**Law and Social Theory**  
*Staff Contact: A/Prof Martin Krygier*  
S1 or S2 HPW4 CP15

This course examines sociological assumptions about law, about society, and about the relationships between law, legal institutions and social ordering. Topics include: The role and functions of law within modern society, the extent to which law embodies implicit social theories and the nature of these theories, and the implications of empirical social research on our understanding of the place of law in society.

LAWS8320 and LAWS8820 form part of the compulsory core of the LLB and BJuris degree courses with respect to students who entered the Faculty in 1981 or later. Students are required to take one of these two subjects to fulfill compulsory requirements and are permitted to take the other as an elective.

**Electives**

All Commerce Law students must also complete Law Electives sufficient to comply with Rule 7.1 (a) of the Rules Applicable to Candidates for the Degrees of Bachelor of
Laws and Bachelor of Jurisprudence (see Rules for Award of Degrees in the Faculty of Law Handbook.)

The list of electives available is:

**15 Credit Points**

- LAWS1020 Trial Process
- LAWS1030 Remedies
- LAWS1040 Evidence and Advocacy
- LAWS1050 Dispute Resolution
- LAWS1450 Advanced Studies in Torts
- LAWS1480 Advanced Criminal Law
- LAWS1510 Family Law
- LAWS1550 Feminist Legal Theory
- LAWS1620 Families and Finances
- LAWS1630 Children and the Law
- LAWS1720 Crime and Society
- LAWS1730 The Criminal Justice System
- LAWS1740 Penology
- LAWS1810 Law and Medicine
- LAWS2100 The High Court of Australia
- LAWS2210 Advanced Administrative Law
- LAWS2230 Communications Law
- LAWS2240 Health Law
- LAWS2420 Local Government Law
- LAWS2620 Human Rights Law
- LAWS2700 The Law, Procedures and Practice of Parliament
- LAWS2800 Australian Immigration Law and Practice
- LAWS3020 Advanced Property and Equity
- LAWS3030 Succession
- LAWS3210 Conveyancing and Land Transactions
- LAWS3410 Environmental Law
- LAWS4010 Business Associations 1
- LAWS4020 Business Associations 2
- LAWS4030 The Modern Corporation
- LAWS4240 Industrial and Intellectual Property
- LAWS4260 Regulation of Economic Activity
- LAWS4340 Trade Practices
- LAWS4350 Insurance Law
- LAWS4370 Commercial Law A
- LAWS4380 Commercial Law B
- LAWS4390 Consumer Protection Law
- LAWS4440 Elements of Income Tax Law
- LAWS4450 Advanced Revenue Law
- LAWS4540 International Trade
- LAWS4610 Information Technology Law
- LAWS4620 Computer Applications to Law
- LAWS4800 The Law of Banking
- LAWS5000 The Law of Employment
- LAWS5020 Industrial Safety and Health Law
- LAWS5030 Industrial Law
- LAWS6010 Law Journal
- LAWS6020 Jessup International Law Moot Court
- LAWS6410 Legal History
- LAWS6520 Research Thesis: Session 1 elective
- LAWS6530 Research Thesis: Session 2 elective
- LAWS6820 Aborigines and the Law
- LAWS7200 Clinical Legal Experience (Intensive)
- LAWS7210 Clinical Legal Experience
- LAWS8200 Economic Analysis of Law
- LAWS8320 Legal Theory
- LAWS8330 Constitutionalism
- LAWS8410 Comparative Law
- LAWS8420 Pacific Islands Legal Systems
- LAWS8430 Introduction to Roman Law
- LAWS8440 Roman Law in Medieval and Modern Europe
- LAWS8450 Japanese Law
- LAWS8460 Legal Institutions in Post-Mao China
- LAWS8470 Law and Politics in Post-Mao China
- LAWS8530 Public International Law
- LAWS8570 International Humanitarian Law
- LAWS8610 Conflict of Laws
- LAWS8820 Law and Social Theory
- LAWS9000 Special Elective A
- LAWS9010 Special Elective B
- LAWS9020 Special Elective C
- LAWS9040 Special Elective D

**30 Credit Points**

- LAWS6510 Research Thesis: two session elective

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**Marketing**

**MARK2012**
**Marketing Fundamentals**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisites: ACCT1511, ECON1102, ECON1203*

*Corequisite: MARK2032*

This subject provides a conceptual framework for developing and understanding of marketing including the marketing process, marketing environment and marketing planning. It covers product, service, consumer, industrial, global and social aspects of marketing and introduces the marketing mix, market segmentation, positioning and product differentiation.

**MARK2032**
**Consumer Behaviour A**

*Staff Contact: School Office*

S1 L2 T2 CP15

*Prerequisites: ACCT1511, ECON1102, ECON1203*

*Corequisite: MARK2012*

This subject studies in detail the internal influences on behaviour as they apply to the consumption process. The course is designed to understand how consumers process information and the emotions and motivations that impact on that process. The focal topics include: the study of cognition, memory, learning, perception, motivation, and the communication process as these relate to marketplace behaviour.

**MARK2042**
**Consumer Behaviour B**

*Staff Contact: School Office*

S2 L2 T2 CP15

*Prerequisites: MARK2012, MARK2032*

This subject studies in detail the external influences on behaviour and the role of the marketplace in the sociopolitical system. Topics of study include attitude formation, the impact of reference groups and institutions on marketplace
behave. Specific attention is given to the purchase and consumption situation in terms of individual and group purchase behaviour. In the latter particular attention is given to household and organisational buying behaviour.

MARK2052
Marketing Research
Staff Contact: School Office
S2 L2 T2 CP15
Prerequisite: MARK2012, MARK2032
This subject examines the sources and types of marketing information relevant to marketing management. Topics include: problem definition and research design; questionnaire design; sampling; data collection; interpretation and reporting; management control of research including briefing, evaluation of proposals and distinction between research results and marketing implications; the use of continuous research; and new developments in market research.

MARK3022
Computer Applications in Marketing
Staff Contact: School Office
S1 L2 T2 CP15
Prerequisite: MARK2052
This subject explores and evaluates, using computer software, characteristics and relationships of marketing. The approach will be largely model based, related to marketing decision making and fostering greater understanding of marketing complexity. Techniques and tools which support the final year marketing subjects will be explored.

MARK3043
International Marketing
Staff Contact: School Office
S2 L2 T1 CP15
Prerequisites: MARK2042 or MARK2052
Conceptual and environmental aspects of international marketing are dealt with. Using this knowledge, issues associated with developing practical marketing strategies appropriate to different world markets are then considered in detail.

MARK3053
Service Management
Staff Contact: School Office
S1 L2 T1 CP15
Prerequisites: MARK2042 or MARK2052
Note/s: Excluded, students undertaking the Hospitality Management degree course.

A marketing orientation to services management is used to ensure that the strategic handling of services takes into account their distinguishing characteristics. The marketing planning framework will consider the marketing of services and the service component of product marketing. Case analysis are used to illustrate marketing applications.

MARK3063
Promotions Management
Staff Contact: School Office
S1 L2 T1 CP15
Prerequisites: MARK2042 or MARK2052
Principles and practical aspects of promotion are covered. Consideration is given to elements of the promotional mix, advertising strategy, campaign development and assessment, and advertising research. Legal and ethical issues are also examined.

MARK3073
Brand Management
Staff Contact: School Office
S1 L2 T2 CP15
Prerequisite: MARK2012, MARK2042
This subject provides an overview of marketing planning for products and services with a focus on planning at the brand level. Marketing concepts such as segmentation, differentiation, positioning and product lifecycle will be re-examined from a strategic perspective. The marketing mix will be expanded to address strategies of new product development, pricing, distribution and promotions management. Case analysis will be introduced to develop strategic thinking.

MARK3083
Strategic Marketing Management
Staff Contact: School Office
S2 L2 T2 CP15
Prerequisite: MARK3073
Concepts introduced in previous subjects will be broadened to address issues at the business unit level. Corporate mission, competitive stance of the organisation, pricing policies, trade relations, internal marketing and logistics will be addressed. The management of organisational resources such as financial and human resources are considered using, for example, portfolio analysis. Decision support systems are also examined.

MARK3093
Corporate Policy and Marketing Strategy
Staff Contact: School Office
S2 L2 T2 CP15
Prerequisite: MARK3073
The interface between marketing and other key functional areas within the organisation, such as finance, human resources and manufacturing are examined. Marketing’s interface with areas outside the organisation, such as strategic alliances, joint ventures and partnership in global markets are also examined. Social, ethical, technological, legal and global issues are addressed. Case analysis will be used.

MARK7201
Research Methodology Seminar
Staff Contact: School Office
S1 LT4 CP15
Prerequisites: Approval of the Head of School
This subject provides an overview of the role of research methodology in marketing and the social sciences; enhances writing skills for academic papers; introduces fundamental concepts in formal epistemology, the main viewpoints in the philosophies of natural science and sociology and the key ideas in methodology for research in management and; explores and critically evaluates methodologies used in the marketing journals.

MARK7202
Special Topic in Marketing
Staff Contact: School Office
S1 LT4 CP15
Prerequisites: Approval of the Head of School
This subject is designed for students who are doing a research-based degree in marketing. It takes the existing knowledge of elementary statistics that the student has developed and extends it to the area of multivariate statistics. Special attention is paid to the underlying theory and assumptions of the methods. This subject develops an understanding of the mathematics of statistics as well as providing extensive experience in implementing the techniques discussed.

MARK7203
Seminar in Marketing Theory
Staff Contact: School Office
Prerequisites: Approval of the Head of School

This subject is aimed at providing a practical introduction to a range of information and data collection procedures and techniques used in the social sciences; to develop skill in evaluating the validity and reliability of data collection techniques; and to develop an understanding of the ways in which choice of data collection technique can shape the possible research findings that flow from their use. Topics include: survey based methods; methods based on in-depth interviews or group discussions; methods based on the analysis of secondary data.

MARK7204
Thesis (Marketing)
Staff Contact: School Office

MARK7207
Contemporary Issues in Marketing
Staff Contact: School Office

This subject is aimed at linking marketing with its foundation areas: economics, psychology, sociology, game theory, information theory, anthropology and decision theory. The purpose of this is to provide a foundation for modern marketing thought in theoretical terms. The course aims to provide the theoretical background for the concepts that marketers have come to embrace over the past century as their own.

Mathematics

The School of Mathematics is in the Faculty of Science. Mathematics 1A and 1B are appropriate for students with mathematical ability and interest. Students with a good 4 unit or exceptional 3 unit HSC Mathematics pass should attempt MATH1141 and MATH1241, whilst students with a 3 unit HSC Mathematics pass may attempt MATH1131 and MATH1231. In other circumstances, ECON1202 and ECON1203 may be a more suitable choice.

MATH1032
Mathematics 1
CP30

Note/s: No longer offered. Replaced by the two subjects MATH1131 Mathematics 1A and MATH1231 Mathematics 1B.

MATH1042
Higher Mathematics 1
CP30

Note/s: No longer offered. Replaced by the two subjects MATH1141 Higher Mathematics 1A and MATH1241 Higher Mathematics 1B.

MATH1131
Mathematics 1A

Staff Contact: School of Mathematics First Year Office
Prerequisites: HSC exam score range required: 2 unit Mathematics (90-100), or 2 and 3 unit Mathematics (100-150) or 3 and 4 unit Mathematics (100-200) or MATH1011 (these ranges may vary from year to year). 2 unit Mathematics in this instance refers to the 2 unit Mathematics subject which is related to the 3 unit Mathematics subject. It does not refer to the subjects Mathematics in Society or Mathematics in Practice.

Note/s: Excluded MATH1011, MATH1032, MATH1042, MATH1141, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

Complex numbers, vectors and vector geometry, linear equations, matrices and matrix algebra, determinants. Functions, limits, continuity and differentiability, integration, polar coordinates, logarithms and exponentials, hyperbolic functions, functions of several variables. Introduction to computing and the Maple symbolic algebra package.

MATH1141
Higher Mathematics 1B

Staff Contact: School of Mathematics First Year Office
Prerequisites: HSC exam score range required: 2 and 3 unit Mathematics (145-150) or 3 and 4 unit Mathematics (168-200) (these ranges may vary from year to year).

Note/s: Excluded MATH1011, MATH1032, MATH1042, MATH1131, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

As for MATH1131 but in greater depth.

MATH1231
Mathematics 1B

Staff Contact: School of Mathematics First Year Office
Prerequisites: MATH1131 or MATH1141

Note/s: Excluded MATH1021, MATH1032, MATH1042, MATH1241, ECON2200, ECON2201, ECON2202, ECON1202, ECON2290, ECON2291.

MATH2100
Vector Calculus
Staff Contact: School Office
S1 or S2 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241.
Note/s: Excluded MATH2011, MATH2110.
Properties of vectors and vector fields; divergence, gradient, curl of a vector; line, surface, and volume integrals. Gauss and Stokes' theorems. Curvilinear co-ordinates.

MATH2110
Higher Vector Analysis
Staff Contact: School Office
US1 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70
Note/s: Excluded MATH2011, MATH2100.
As for MATH2100 but in greater depth.

MATH2120
Mathematical Methods for Differential Equations
Staff Contact: School Office
S1 or S2 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: Excluded MATH2130.
Introduction to qualitative and quantitative methods for ordinary and partial differential equations. The following topics are treated by example. Ordinary differential equations: linear with constant coefficients, first-order systems, singularities, boundary-value problems, eigenfunctions, Fourier series. Bessel's equation and Legendre's equation. Partial differential equations: characteristics, classification, wave equation, heat equation, Laplace's equation, separation of variables methods, applications of Bessel functions and Legendre polynomials.

MATH2130
Higher Mathematical Methods for Differential Equations
Staff Contact: School Office
S2 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70
Note/s: Excluded MATH2120.
As for MATH2120 but in greater depth.

MATH2180
Linear Programming
Staff Contact: School Office
S1 HPW2 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Corequisite: MATH2501 or MATH2601
A first course in mathematical modelling and solution techniques for linear problems. The revised simplex and dual simplex methods, theory and application of sensitivity analysis, duality theory. Networks, transportation and assignment problems. Examples, applications and computing methods are prominent features.

MATH2200
Discrete Dynamical Systems
Staff Contact: School Office
S2 HPW2 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Corequisite: MATH2501 or MATH2601
The study of dynamical systems whose states change at discrete points in time. Difference equations, general properties. Linear systems, stability, oscillations, Z-transforms. Nonlinear systems, critical points, periodic cycles, chaotic behaviour. Applications selected from engineering, biological, social and economic contexts.

MATH2400
Finite Mathematics
Staff Contact: School Office
S1 HPW2 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: MATH1081 Discrete Mathematics is recommended.
Positional number systems, floating-point arithmetic, rational arithmetic, congruences. Euclid's algorithm, continued fractions, Chinese remainder theorem, Fermat's theorem, applications to computer arithmetic. Polynomial arithmetic, division algorithm, factorization, interpolation, finite field. Codes, error correcting codes, public-key cryptography.

MATH2501
Linear Algebra
Staff Contact: School Office
S1 or S2 HPW5 or F HPW2.5 CP15
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: Excluded MATH2601.

MATH2510
Real Analysis
Staff Contact: School Office
S1 or S2 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: Excluded MATH2011, MATH2610.
Multiple integrals, partial differentiation. Analysis of real valued functions of one and several variables.

MATH2520
Complex Analysis
Staff Contact: School Office
S1 or S2 HPW2.5 CP7.5
Prerequisite: MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: Excluded MATH2620.
Analytic functions, Taylor and Laurent series, integrals. Cauchy's theorem, residues, evaluation of certain real integrals.
MATH2601
Higher Linear Algebra
Staff Contact: School Office
S1 HPW5 CP15
Prerequisites: MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70
Note/s: Excluded MATH2501.

As for MATH2501, but in greater depth, and with additional material on unitary, self-adjoint and normal transformations.

MATH2610
Higher Real Analysis
Staff Contact: School Office
S1 HPW2.5 CP7.5
Prerequisites: MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70
Note/s: Excluded MATH2011, MATH2510.

As for MATH2510 but in greater depth.

MATH2620
Higher Complex Analysis
Staff Contact: School Office
S1 or S2 HPW2.5 CP7.5
Prerequisites: MATH1032 or MATH1231 or MATH1042 or MATH1241, each with a mark of at least 70
Note/s: Excluded MATH2520.

As for MATH2520 but in greater depth.

MATH2801
Theory of Statistics
Staff Contact: School Office
S1 HPW4 CP15
Prerequisite: MATH1021 (CR) or MATH1032 or MATH1231 or MATH1042 or MATH1241
Note/s: Excluded MATH2819, MATH2821, MATH2841, MATH2901, MATH2921, BIOS2041.

Probability, random variables, standard distributions, bivariate distributions, transformations, central limit theorem, sampling distributions, point estimation, interval estimation, hypothesis testing.

MATH2831
Linear Models
Staff Contact: School Office
S2 HPW4 CP15
Prerequisites: MATH2801, MATH2810
Note/s: Excluded MATH2931, MATH3811, MATH3870, MATH3911, BIOS2041.


MATH3002
Mathematics/Statistics Project
Staff Contact: Dr M. Musielka
S1 or S2 HPW4 CP30
Prerequisites: At least 30 credit points of Level 2 Mathematics

Under supervision of an academic staff member of the School of Mathematics a student will undertake a course in reading and/or research on a topic in mathematics or statistics; or on applications of mathematics or statistics to other disciplines such as physical, biological or social sciences, economics, finance, computing, etc. The student is expected to write an essay of approximately 12,000 words summarizing the results of their project.

MATH3161
Optimization Methods
Staff Contact: School Office
S1 HPW4 CP15
Prerequisites: MATH2501, and one of MATH2100 or MATH2510

Development, analysis and application of methods for optimization problems. Theory of multivariable optimization; including necessary and sufficient optimality conditions, stationary points, Lagrange multipliers, Kuhn-Tucker conditions, convexity and duality. Numerical methods for one dimensional minimization, unconstrained multivariable minimization (including steepest descent, Newton, quasi-Newton and conjugate gradient methods) and constrained multi-variable minimization (including linear programming and quadratic programming).

MATH3181
Optimal Control
Staff Contact: School Office
S2 HPW4 CP15
Prerequisite: MATH2011 or MATH2100 or MATH2510

An introduction to the optimal control of dynamical systems. Mathematical descriptions of dynamical systems. Stability, controllability, and observability. Optimal control. Calculus of variations. Dynamic programming. Examples and applications are selected from biological, economical and physical systems.

MATH3610
Higher Real Analysis
Staff Contact: School Office
S1 HPW2 CP7.5
Prerequisite: MATH2011 (CR) or MATH2510 (CR) or MATH2610
Note/s: Excluded MATH3570, MATH3601.

The Faculty of Commerce and Economics includes the Schools of Accounting, Asian Business and Language Studies, Banking and Finance, Business Law and Taxation, Economics, Industrial Relations and Organisational Behaviour, Information Systems and Marketing.

Suitably qualified candidates may enrol to study for the degree of Doctor of Philosophy. In addition, courses are available leading to the award of the degrees of Master of Commerce (Honours), Master of Commerce and Graduate Diploma in Commerce. These courses are offered in Accounting, Business Law and Taxation, Finance, Economics, Economic History, Econometrics, Human Resource Studies, Industrial Relations and Organisational Behaviour, Hospitality Management, Information Systems, Japanese Studies and Marketing. Normally all applicants for registration for the degree of Doctor of Philosophy and Master of Commerce (Honours) should be graduates in Commerce or Economics seeking advanced specialisation in their previously studied discipline, although there is provision for non-Commerce or Economics graduates to be admitted in special cases, usually subject to a qualifying program.

The requirements for the Master of Commerce (Honours) degree may be satisfied by a program of study emphasising a major thesis and formal courses. The degree of Master of Commerce may be pursued by graduates from either commerce or non-commerce disciplines, either primarily in the form of study and professional development in a single field, or as a broader integrated course embracing several of the disciplines offered in the Faculty. The requirements for this degree are satisfied by successful study in formal courses. There is also provision with Head of School's approval, to undertake a two subject equivalent Project Report for the degree.

Suitably qualified candidates wishing to pursue a shorter course of postgraduate study may undertake a Graduate Diploma in Commerce. This program comprises six graduate subjects by coursework from the Commerce and Economics disciplines and as with the other postgraduate degree programs may be undertaken on a part-time or full-time basis.

The Faculty also offers customised and open learning mode MCom and GradDip programs to cohorts of local and international students.

Course Requirements for the Degree of Master of Commerce (Honours)

A program of study is generally pursued by full-time students over four sessions and by part-time students over six or seven sessions.

The detailed course requirements are set out below. In each case certain units are designated core units. Full-time students will normally include the core units among the units studied in the first four sessions. The choice of electives is subject to the approval of the Head of the School in which the candidate is enrolled and of the Head of the School offering the elective chosen.

School of Accounting

2570
Master of Commerce (Honours)

MCom(Hons)

1. All students shall study the following core units:

   ACCT5909 Current Developments in Auditing Research
   ACCT5951 Current Developments in Accounting Research - Financial
   ACCT5952 Current Developments in Accounting Research - Managerial
   ACCT5897 Seminar in Research Methodology
In addition to completing the subjects listed in 1, students shall enrol in ACCT5994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

School of Banking and Finance

2574
Master of Commerce (Honours)

MCom(Hons)

1. All students shall study the following core units:
   FINS5575 Research Methods in Finance 1
   FINS5576 Advanced Topics in Asset Pricing
   FINS5579 Research Methods in Finance 2
   and one of:
   FINS5577 Advanced Topics in Corporate Finance
   FINS5578 Recent Developments in Banking Research

2. In addition to completing the subjects listed in 1, students shall enrol in FINS5594 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

Department of Econometrics

2572
Master of Commerce (Honours)

MCom(Hons)

1. All students shall study four units from the following:
   ECON5201 Comparative Forecasting Techniques
   ECON5215 Advanced Econometrics A
   ECON5225 Advanced Econometrics B
   ECON5251 Applied Econometrics
   ECON5252 Time Series Analysis
   ECON5253 Modelling High Frequency Time Series Data
   ECON5254 Econometric Theory
   ECON5255 Econometric Model Building

2. In addition to completing the subjects listed in 1, students shall enrol in ECON5297 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

School of Economics

Department of Economic History

2573
Master of Commerce (Honours)

MCom(Hons)

1. All students shall study the following core units:
   ECOH5353 Approaches to Economic and Social History
   ECOH5354 Special Subjects in Economic History 2
   ECOH5359 Research Seminar
   ECOH5367 Special Subject in Economics and Social History 1

2. In addition to completing the subjects listed in 1, students shall enrol in ECOH5360 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

Note: Other graduate subjects in the School of Economics may be substituted for those listed in 2, with the permission of the Head of Department of Economics.

3. In addition to completing the subjects listed in 1 and 2, students shall enrol in ECON5199 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.
School of Industrial Relations and Organisational Behaviour

2576 Industrial Relations

Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:
   - IROB5731 Special Topic in Australian Industrial Relations
   - IROB5732 Special Topic in International and Comparative Industrial Relations
   - IROB5733 Advanced Seminar in Australian Industrial Relations
   - IROB5734 Advanced Seminar in International and Comparative Industrial Relations

2. In addition to completing the subjects listed in 1, candidates shall enrol in IROB5953 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

School of Information Systems

2575

Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:
   - INFS5986 Research Topics in Information Systems 1
   - INFS5987 Research Topics in Information Systems 2
   - and two units to be approved by Head of School, selected from advanced graduate units offered by the School of Information Systems.

2. In addition to completing the subjects listed in 1, students shall enrol in INFS5994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.

School of Marketing

2580

Master of Commerce (Honours) MCom(Hons)

1. All students shall study the following core units:
   - MARK8930 Quantitative Analysis
   - MARK8931 Foundations for Research in Marketing
   - MARK8932 Social Research Methods
   - MARK8933 Perspectives on Marketing

2. In addition to completing the subjects listed in 1, students shall enrol in MARK8994 and submit a thesis on an approved topic. Normally the thesis should not exceed 50,000 words.
Course Objectives and Requirements for the Degree of Master of Commerce

Objectives

1. To provide breadth of perspective on commerce as a social phenomenon.
2. To provide depth of study in at least one of the commerce disciplines.
3. To provide opportunities for extended or advanced studies in one of the commerce disciplines for those with either little or substantial prior study in the area respectively.
4. To provide opportunities for the design of study programs that meet professional requirements, or the needs and interests of individuals.

Requirements

1. A student must complete twelve units for the degree, unless exempted from a unit or units.
2. Four of these units shall be drawn from a common core of graduate units which as a group provide perspective on commerce as a social phenomenon. The common core is constituted as follows:
   - ACCT5901 Accounting: A User Perspective
   - ECON5103 Business Economics
   - ECON5203 Statistics for Business
   - and one of:
     - INFS5988 Business Information Systems
     - IROB5700 Management, Work and Organisation.
     - LEGT5511 Legal Foundations of Business
3. Four of the units shall consist of an integrated sequence of studies from a disciplinary stream defined by the Higher Degree Committee of Faculty.
4. Four other units may be taken as elective studies from postgraduate units offered or approved by the Faculty. Elective studies may be used to extend disciplinary studies taken to meet the requirement in 3 above and may be drawn from no more than two disciplinary streams.
5. Students may receive up to four exemptions from common core units on the basis of prior studies.
6. Students shall commence their disciplinary studies at a prescribed point with guidance; and they may be prescribed from taking units which duplicate prior studies.
7. Students with at least six units in a disciplinary stream shall have their specialisation noted on their academic transcript; students who commence their disciplinary studies at an advanced level (see 6 above) and who take at least six starred units in the discipline shall have their advanced specialisation noted on their transcript.
8. Approved disciplinary streams are listed hereafter. In addition, the Higher Degree Committee of Faculty may approve postgraduate units offered by other Faculties within the University.
9. The Higher Degree Committee of Faculty may approve special or customised programs, to give effect to distinctive teaching strategies or meet the needs of particular cohorts of students.

Approved Disciplinary Streams

Subjects for item 3 of the course requirements must be chosen from the disciplinary streams listed below. The remaining subjects may be chosen from disciplinary streams or other subjects offered or approved by the Faculty.

Course Code 8404

Program Number Disciplinary Stream
1037  Accounting
2038  Business Statistics
2037  Economics
2039  Economic History
7037  Commercial Legal Studies
7038  Taxation Studies
3037  Finance
4037  Industrial Relations
4038  Organisation and Management Studies
4039  Human Resource Management
5037  Information Systems
8037  Japanese Business Studies
8037  Marketing
8038  Hospitality Management Studies

Special Programs

1050  Professional Accounting
1051  International Professional Accounting - Guangzhou*
3032  Banking

*Details available from the Office of the Dean.

Course Code 8402

- Management Accounting (Open Learning)

Course Code: 8404

Accounting

Disciplinary Streams in Accounting
Program Number 1037
- ACCT5901 Accounting: A User Perspective
- ACCT5902 Advanced Studies in Financial Accounting
- ACCT5903 Regulation in Accounting
- ACCT5904 Development of Accounting Thought
- ACCT5905 Global Accounting Issues
- ACCT5908 Auditing
- ACCT5909 Current Developments in Auditing Research
- ACCT5910 Financial Statement Analysis
- ACCT5915 Individual Judgement and Choice
- ACCT5917 Strategic Management: Systems and Processes
- ACCT5918 Advanced Auditing Technologies
- ACCT5929 Organisation Design
- ACCT5930 Financial Accounting
- ACCT5931 Strategic Management Accounting
- ACCT5932 Public Sector Accounting and Financial Reporting
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<td>Design of Cost Management Systems</td>
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<td>Management Planning and Control</td>
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<td>ACCT5970</td>
<td>Accounting Concepts and Financial Reporting</td>
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<td>ACCT5996</td>
<td>Management Accounting Control Systems</td>
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<td>*ACCT5997</td>
<td>Seminar in Research Methodology</td>
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<td>INFS5905</td>
<td>Information Systems Auditing</td>
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<td>ACCT5987</td>
<td>Special Topic in Accounting</td>
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<td>ACCT5999</td>
<td>Project Report</td>
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Asian Business and Language Studies

Disciplinary Stream in Japanese Business Studies
Program Number 8037

- JAPN5100 Business Japanese A
- JAPN5101 Business Japanese B
- JAPN5102 Business Japanese C
- JAPN5103 Business Japanese D
- JAPN5210 Japanese Professional Communication 1A
- JAPN5211 Japanese Professional Communication 1B
- JAPN5212 Japanese Professional Communication 1C
- JAPN5213 Japanese Professional Communication 1D
- JAPN5220 Japanese Professional Communication 2A
- JAPN5221 Japanese Professional Communication 2B
- JAPN5222 Japanese Professional Communication 2C
- JAPN5223 Japanese Professional Communication 2D
- JAPN5230 Japanese Professional Communication 3A
- JAPN5231 Japanese Professional Communication 3B
- JAPN5232 Japanese Professional Communication 3C
- JAPN5233 Japanese Professional Communication 3D
- JAPN5310 Advanced Japanese Studies Seminar
- JAPN5320 Hospitality Japanese
- MARK5811 Japanese Society and Culture A
- MARK5812 Japanese Society and Culture B
- MARK5918 Japanese Business A
- MARK5919 Japanese Business B
- JAPN5300 Special Topics in Japanese Business Studies
- JAPN5999 Project Report

Banking and Finance

Disciplinary Stream in Finance
Program Number 3037

- FINS5512 Australian Capital Markets
- FINS5513 Security Valuation and Portfolio Selection
- FINS5514 Capital Budgeting and Financial Decisions
- FINS5515 Issues in Corporate Finance
- FINS5516 International Corporate Finance
- FINS5517 Portfolio Analysis and Management
- FINS5520 Financial Institution Management
- FINS5531 Risk and Insurance
- FINS5533 Real Estate Finance and Investment
- FINS5534 Credit Analysis and Lending
- FINS5535 Options, Futures and Risk Management Techniques
- FINS5575 Research Methods in Finance 1
- FINS5576 Advanced Topics in Asset Pricing
- FINS5577 Advanced Topics in Corporate Finance
- FINS5578 Recent Developments in Banking Research
- FINS5579 Research Methods in Finance 2
- FINS5591 Special Topic in Finance
- FINS5599 Project Report

Subject/s offered by the School of Banking and Finance which count/s for the Professional Accounting program but not towards Finance Specialisations:

- FINS5511 Corporate Finance

Business Law and Taxation

Disciplinary Stream in Taxation Studies
Program Number 7038

- LEGT5511 Legal Foundations of Business
- LEGT5531 Legal Regulation of Business
- LEGT5541 Company Law
- LEGT5542 Advanced Studies in Company Law
- LEGT5551 Revenue Law
- LEGT5560 Legal Aspects of Business Strategy
- LEGT5581 Advanced Taxation 1: Concepts
- LEGT5582 Advanced Taxation 2: Entities
- LEGT5583 Advanced Taxation 3: International Aspects
- LEGT5584 Advanced Taxation 4: Sales Tax and State Taxes
- LEGT5585 Advanced Taxation 5: Policy and Administration
- LEGT5522 Special Topic in Taxation
- LEGT5999 Project Report

Disciplinary Stream in Commercial Legal Studies
Program Number 7037

- LEGT5511 Legal Foundations of Business
- LEGT5531 Legal Regulation of Business
- LEGT5541 Company Law
- LEGT5542 Advanced Studies in Company Law
- LEGT5543 Bankruptcy and Insolvency Law
- LEGT5551 Revenue Law
- LEGT5560 Legal Aspects of Business Strategy
- LEGT5561 Legal Aspects of Finance
- LEGT5562 Legal Aspects of International Business
- LEGT5571 Franchising and Alternative Distribution Systems
- LEGT5581 Advanced Taxation 1: Concepts
- LEGT5582 Advanced Taxation 2: Entities
- LEGT5583 Advanced Taxation 3: International Aspects
- LEGT5585 Advanced Taxation 5: Policy and Administration
- LEGT5522 Special Topic in Commercial Law
- LEGT5999 Project Report

Economics

Disciplinary Streams in Business Statistics
Program Number 2038

- ECON5201 Comparative Forecasting Techniques
- ECON5203 Statistics for Business
- ECON5204 Mathematics for Business
- ECON5207 Elements of Econometrics
- ECON5211 Applied Business Statistics
- ECON5212 Analysis of Survey Data
- ECON5213 Case Studies in Business Statistics
- ECON5232 Dynamic Models
- ECON5233 Operations Research
- ECON5251 Applied Econometrics
- ECON5248 Business Forecasting
- ECON5252 Time Series Analysis
COMMERCE AND ECONOMICS

Disciplinary Stream in Economics
Program Number 2037

- ECON5100 Economic Analysis
- ECON5103 Business Economics
- ECON5104 International Economics
- ECON5106 Economic of Labour Markets
- ECON5107 Economic Growth, Technology and Structural Change
- ECON5108 Public Finance
- ECON5110 Developing Economies and World Trade
- ECON5111 Topics in Economic Development
- ECON5112 Asian Development Studies A
- ECON5113 Asian Development Studies B
- ECON5115 Natural Resource Economics
- ECON5116 Environmental Economics
- ECON5124 Public Enterprise Economics and Cost Benefit Analysis
- ECON5126 Economics of Trade Practices, Regulation and Competition Policy
- ECON5134 International Trade
- ECON5143 Monetary Theory and Policy
- ECON5145 Contemporary Economic Issues
- ECON5153 International Monetary Economics
- ECON5154 Microeconomic Analysis 1
- ECON5155 Microeconomic Analysis 2
- ECON5183 Microeconomic Policy
- ECON5184 Economic Methodology
- ECON5173 Macroeconomic Policy
- ECON5174 Macroeconomic Analysis 1
- ECON5184 Macroeconomic Analysis 2
- ECON5191 Special Topic in Economics
- ECON5197 Project Report

Disciplinary Stream in Industrial History
Program Number 2039

- ECOH5351 International Economic Relations Since 19th Century
- ECOH5352 The Modern Business Corporation
- ECOH5353 Approaches To Economic and Social History
- ECOH5354 Special Subject in Economic History 2
- ECOH5355 Aspects of Australian Economic History
- ECOH5356 Australian Economic Policy Since Federation
- ECOH5357 Comparative Economic History
- ECOH5358 The Consumer Age
- ECOH5359 Research Seminar
- ECOH5365 Science, Technology and Economic Development
- ECOH5367 Special Subject in Economic History 1
- ECOH5191 Special Topic in Economic History
- ECOH5391 Project Report

Industrial Relations and Organisational Behaviour

Disciplinary Stream in Industrial Relations
Program Number 4037

- IROB5700 Management, Work and Organisation
- IROB5701 Australian Industrial Relations
- IROB5702 Industrial Relations in the Global Economy
- IROB5703 Pay and Reward Systems
- IROB5704 Workplace Organisation and Employment
- IROB5705 Training and Work Reorganisation
- IROB5706 Employment Policy and Practice
- IROB5711 Employment and Industrial Law
- IROB5712 Negotiations, Bargaining and Advocacy
- IROB5713 Public Policy and Employment
- IROB5714 Social Aspects of Work and Employment Relations
- IROB5715 Wages and Incomes Policy
- IROB5720 Industrial Relations in Developing Countries in the Asia Pacific Region
- IROB5900 Social and Organisational Analysis
- IROB5904 Corporate, Management and Union Strategy
- IROB5731 Special Topic in Australian Industrial Relations
- IROB5750 Project Report

Disciplinary Stream in Organisation and Management Studies
Program Number 4038

- IROB5700 Management, Work and Organisation
- IROB5900 Social and Organisational Analysis
- IROB5901 Organisational Behaviour
- IROB5903 Organisational Change and Development
- IROB5905 Action Research
- IROB5911 New Technology and Employment Relations
- IROB5912 International Dimensions of Organisational Behaviour
- IROB5913 Organisational Power and Politics
- IROB5914 Organisational Communication
- IROB5915 Human Potentialities
- IROB5918 Organisational Dynamics
- IROB5920 Men and Women in Organisations
- IROB5921 Management in Cross-Cultural Contexts
- IROB5932 Advanced Seminar in Organisational Behaviour A
- IROB5933 Advanced Seminar in Organisational Behaviour B
- ACCT5915 Individual Judgement and Choice
- ACCT5917 Strategic Management: Systems and Processes
- ACCT5949 Managerial Dynamics
- ACCT5956 Management Planning and Control
- ECOH5352 The Modern Business Corporation
- IROB5931 Special Topic in Organisational Behaviour
- IROB5950 Project Report

Disciplinary Stream in Human Resource Management
Program Number 4039

- IROB5700 Management, Work and Organisation
- IROB5900 Social and Organisational Analysis
- IROB5904 Corporate, Management and Union Strategy
- IROB5906 Human Resource Management in Context
- IROB5907 Human Resource Management Processes
- IROB5908 Strategic Human Resource Management
- IROB5946 Managing Occupational Health and Safety
- IROB5947 Performance Management
- IROB5948 Human Resources Development
- IROB5949 International Human Resource Management
- IROB5941 Special Topic in Human Resource Management
- IROB5952 Project Report

Information Systems

Disciplinary Stream in Information Systems
Program Number 5037

- INF5848 Information Systems Project Management
- INF5905 Information Systems Auditing
- INF5925 Object-Oriented Information Systems
- INF5926 Advanced Data Management
Special Programs

Professional Accounting*
Program Number 1050
ACCT5908 Auditing
ACCT5930 Financial Accounting
ACCT5931 Strategic Management Accounting
ACCT5970 Accounting Concepts and Financial Reporting
ACCT5996 Management Accounting Control Systems
ECON5103 Business Economics
ECON5203 Statistics for Business
FINS5511 Corporate Finance
INFS5988 Business Information Systems
LEGT5511 Legal Foundations of Business
LEGT5541 Company Law
LEGT5551 Revenue Law

Marketing

Disciplinary Stream in Hospitality Management Studies
Program Number 6038
MARK5902 Elements of Marketing
HOSP5901 Hospitality Accounting and Financial Control
HOSP5902 Human Resource Management in the Hospitality Industry
HOSP5903 Hospitality Services Management
HOSP5904 Hospitality and Tourism Law
HOSP5905 Hospitality Facilities Management
HOSP5906 Communication Strategy
HOSP5907 Hospitality and Tourism Marketing
HOSP5908 Strategic Operations Management in the Hospitality Industry
*HOSP5991 Special Topic in Hospitality Management Studies
*HOSP5999 Project Report

Disciplinary Stream in Marketing
Program Number 6037
MARK5901 Issues in Consumer Analysis
MARK5902 Elements of Marketing
MARK5903 International Marketing
MARK5904 Marketing Communication
*MARK5905 Marketing Strategy
*MARK5906 Retailing
MARK5907 Contemporary Issues in Marketing
*MARK5910 Marketing Distribution and Logistics
MARK5911 Consumer Analysis
*MARK5913 Marketing Management
MARK5914 Marketing Research
*MARK5915 Marketing Models
*MARK5916 New Product Development
*MARK5917 Marketing in Asia
*MARK5922 Organisational Marketing
MARK5928 Quantitative Analysis in Marketing
MARK5929 Corporate and Marketing Planning and Policy
MARK5930 Managerial Elements of Marketing
*MARK5991 Special Topic in Marketing
*MARK8999 Project Report

* Students also commence their disciplinary studies at an advanced level and who take at least six starred units in the discipline shall have their advanced specialisation noted on their transcript.

Banking*
Program Number 3032
ECON5103 Business Economics
ECON5203 Statistics for Business
FINS5512 Australian Capital Markets
FINS5513 Security Valuation and Portfolio Selection
FINS5514 Capital Budgeting and Financial Decisions
FINS5516 International Corporate Finance
FINS5530 Financial Institution Management
FINS5534 Credit Analysis and Lending
LEGT5561 Legal Aspects of Finance
IROB5901 Organisational Behaviour
MARK5902 Elements of Accounting

One further unit chosen from the following list:
FINS5515 Issues in Corporate Finance
FINS5517 Portfolio Analysis and Management
FINS5522 Asian Financial Market Analysis
FINS5531 Risk and Insurance
FINS5533 Real Estate Finance and Investment
FINS5535 Options, Futures and Risk Management Techniques

*This is a fixed program of 11 prescribed subjects and one elective from the list above.

Course Code: 8402

Management Accounting (Open Learning)
This course is offered in Open Learning mode only.

Application form and further information is available from The Australian Centre for Management Accounting Development (ACMAD), a centre within the Faculty of Commerce and Economics (02) 365 5913.

ACCT5980 Advanced Management Accounting Technologies
ACCT5981 Strategic Resource Management
ACCT5982 Managing the Service Oriented Organisation
ACCT5983 Managing Strategic Change
ACCT5984 Contemporary Issues in Management Accounting
ACCT5985 The Innovative Organisation

Plus two units from:
ACCT5986 Project Management
ACCT5987 Management of Manufacturing Systems
INFS5995 Information Management Systems

Plus four graduate units approved by the Head of School of Accounting.
Course Objectives and Requirements for the Graduate Diploma

Objectives

1. To provide a perspective on commerce as a social phenomenon.
2. To provide opportunities for depth of study in at least one of the commerce disciplines.
3. To provide opportunities for the design of study programs that meet vocational needs and interests or individual interests.

Requirements

1. A student must complete six units for the Graduate Diploma.
2. Two of these units shall be drawn from a common core of graduate units designed to provide a perspective on commerce as a social phenomenon except where permission is granted for the substitution of other units on the basis of prior studies.

The common core units are:

- ACCT5901 Accounting: A User Perspective
- ECON5103 Business Economics
- ECON5203 Statistics for Business
- INF5988 Business Information Systems
- IROB5700 Management, Work and Organisation
- LEGT5511 Legal Foundations of Business

3. Two of the units shall be taken from a disciplinary stream defined by the Higher Degree Committee of Faculty, in addition to any disciplinary units taken as common core.
4. Two other units may be taken as elective studies from postgraduate units offered or approved by the Faculty. Elective studies may be in one or more disciplines and may be used to extend disciplinary studies taken to meet the requirement in 3 above.
5. Approved substitutions for common core units may involve either extensions of disciplinary studies (see 3 above) or elective studies (see 4 above).
6. Students shall commence their disciplinary studies at a prescribed point with guidance; and they may be prescribed from taking units which duplicate prior studies.
7. Students with six units in a disciplinary stream (following from permission to substitute for common core units) shall have their specialisation noted on their academic transcript; students who commence their studies at an advanced level (see 6 above) and who take six starred units in a discipline shall have their advanced specialisation noted on their transcript.
8. Approved disciplinary streams are listed hereafter. In addition, the Higher Degree Committee of Faculty may approve postgraduate units offered by other Faculties within the University.
9. The Higher Degree Committee of Faculty may approve special or customised programs, to give effect to distinctive teaching strategies or meet the needs of particular cohorts of students.

Approved Graduate Diploma Programs

Course Code: 5391

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<td>Hospitality Management Studies</td>
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<td>Marketing</td>
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Course Code 5390

9022 Management Accounting (Open Learning)
9021 Professional Accounting - Customised*

*This course is only available to corporate groups by prior arrangement with the Faculty.

Accounting

Disciplinary Stream in Accounting

Program Number 1027

- ACCT5901 Accounting: A User Perspective
- *ACCT5902 Advanced Studies in Financial Accounting
- *ACCT5903 Regulation in Accounting
- *ACCT5904 Development of Accounting Thought
- *ACCT5905 Global Accounting Issues
- ACCT5906 Auditing
- *ACCT5908 Current Developments in Auditing Research
- *ACCT5910 Financial Statement Analysis
- *ACCT5915 Individual Judgement and Choice
- *ACCT5917 Strategic Management: Systems and Processes
- *ACCT5918 Advanced Auditing Technologies
- *ACCT5929 Organisation Design
- *ACCT5930 Financial Accounting
- *ACCT5931 Strategic Management Accounting
- *ACCT5932 Public Sector Accounting and Financial Reporting
- *ACCT5949 Managerial Dynamics
- *ACCT5951 Current Developments in Accounting Research Financial
- *ACCT5952 Current Developments in Accounting Research Managerial
- *ACCT5955 Design of Cost Management Systems
- *ACCT5956 Management Planning and Control
- *ACCT5970 Accounting Concepts and Financial Reporting
- *ACCT5996 Management Accounting Control Systems
- *ACCT5997 Seminar in Research Methodology
- *INF5905 Information Systems Auditing
- *ACCT5967 Special Topic in Accounting
- *ACCT5999 Project Report
Asian Business and Language Studies

Disciplinary Stream in Japanese Business Studies
Program Number 8027

- **JAPN5100** Business Japanese A
- **JAPN5101** Business Japanese B
- **JAPN5102** Business Japanese C
- **JAPN5103** Business Japanese D
- **JAPN5210** Japanese Professional Communication 1A
- **JAPN5211** Japanese Professional Communication 1B
- **JAPN5212** Japanese Professional Communication 1C
- **JAPN5213** Japanese Professional Communication 1D
- **JAPN5220** Japanese Professional Communication 2A
- **JAPN5221** Japanese Professional Communication 2B
- **JAPN5222** Japanese Professional Communication 2C
- **JAPN5223** Japanese Professional Communication 2D
- **JAPN5230** Japanese Professional Communication 3A
- **JAPN5231** Japanese Professional Communication 3B
- **JAPN5232** Japanese Professional Communication 3C
- **JAPN5233** Japanese Professional Communication 3D
- **JAPN5310** Advanced Japanese Studies Seminar
- **JAPN5320** Hospitality Japanese
- **MARK5811** Japanese Society and Culture A
- **MARK5812** Japanese Society and Culture B
- **JAPN5918** Japanese Business A
- **JAPN5919** Japanese Business B
- **JAPN5300** Special Topics in Japanese Business Studies
- **JAPN5999** Project Report

Banking and Finance

Disciplinary Stream in Finance
Program Number 3027

- **FINS5512** Australian Capital Markets
- **FINS5513** Security Valuation and Portfolio Selection
- **FINS5514** Capital Budgeting and Financial Decisions
- **FINS5515** Issues in Corporate Finance
- **FINS5516** International Corporate Finance
- **FINS5517** Portfolio Analysis and Management
- **FINS5522** Asian Financial Market Analysis
- **FINS5530** Financial Institution Management
- **FINS5531** Risk and Insurance
- **FINS5533** Real Estate Finance and Investment
- **FINS5534** Credit Analysis and Lending
- **FINS5535** Options, Futures and Risk Management Techniques
- **FINS5575** Research Methods in Finance 1
- **FINS5576** Advanced Topics in Asset Pricing
- **FINS5577** Advanced Topics in Corporate Finance
- **FINS5578** Recent Developments in Banking Research
- **FINS5579** Research Methods in Finance 2
- **FINS5591** Special Topic in Finance
- **FINS5599** Project Report

Subject/s offered by the School of Banking and Finance which count/s for the Professional Accounting program but not towards Finance Specialisations:

- **FINS5511** Corporate Finance

Business Law and Taxation

Disciplinary Stream in Commercial Legal Studies
Program Number 7027

- **LEGT5511** Legal Foundations of Business
- **LEGT5531** Legal Regulation of Business
- **LEGT5541** Company Law
- **LEGT5542** Advanced Studies in Company Law
- **LEGT5543** Bankruptcy and Insolvency Law
- **LEGT5551** Revenue Law
- **LEGT5560** Legal Aspects of Business Strategy
- **LEGT5561** Legal Aspects of Finance
- **LEGT5562** Legal Aspects of International Business
- **LEGT5571** Franchising and Alternative Distribution Systems
- **LEGT5581** Advanced Taxation 1: Concepts
- **LEGT5582** Advanced Taxation 2: Entities
- **LEGT5583** Advanced Taxation 3: International Aspects
- **LEGT5585** Advanced Taxation 5: Policy and Administration
- **LEGT5523** Special Topic in Taxation
- **LEGT5999** Project Report

Disciplinary Stream in Taxation Studies
Program Number 7028

- **LEGT5511** Legal Foundations of Business
- **LEGT5531** Legal Regulation of Business
- **LEGT5541** Company Law
- **LEGT5542** Advanced Studies in Company Law
- **LEGT5551** Revenue Law
- **LEGT5560** Legal Aspects of Business Strategy
- **LEGT5581** Advanced Taxation 1: Concepts
- **LEGT5582** Advanced Taxation 2: Entities
- **LEGT5583** Advanced Taxation 3: International Aspects
- **LEGT5584** Advanced Taxation 4: Sales Tax and State Taxes
- **LEGT5585** Advanced Taxation 5: Policy and Administration
- **LEGT5522** Special Topic in Commercial Law
- **LEGT5999** Project Report

Economics

Disciplinary Stream in Economics
Program Number 2027

- **ECON5100** Economic Analysis
- **ECON5103** Business Economics
- **ECON5104** International Economics
- **ECON5105** Economics of Labour Markets
- **ECON5107** Economic Growth, Technology and Structural Change
- **ECON5108** Public Finance
- **ECON5110** Developing Economies and World Trade
- **ECON5111** Topics in Economic Development
- **ECON5112** Asian Development Studies A
- **ECON5113** Asian Development Studies B
- **ECON5115** Natural Resource Economics
- **ECON5116** Environmental Economics
- **ECON5124** Public Enterprise Economics and Cost Benefit Analysis
- **ECON5126** Economics of Trade Practices, Regulation and Competition Policy
- **ECON5134** International Trade
- **ECON5143** Monetary Theory and Policy
- **ECON5145** Contemporary Economic Issues
Disciplinary Stream in Business Statistics
Program Number 2028
*ECON5201 Comparative Forecasting Techniques
ECON5203 Statistics for Business
*ECON5204 Mathematics for Business
*ECON5207 Elements of Econometrics
*ECON5211 Applied Business Statistics
*ECON5212 Analysis of Survey Data
*ECON5213 Case Studies in Business Statistics
*ECON5232 Dynamic Models
*ECON5233 Operations Research
*ECON5248 Business Forecasting
*ECON5251 Applied Econometrics
*ECON5252 Time Series Analysis
*ECON5291 Special Topic in Econometrics
*ECON5299 Project Report

Disciplinary Stream in Economic History
Program Number 2028
*ECOH5351 International Economic Relations Since 19th Century
*ECOH5352 The Modern Business Corporation
*ECOH5353 Approaches to Economic and Social History
*ECOH5354 Special Subject in Economic History 2
*ECOH5355 Aspects of Australian Policy History
*ECOH5356 Australian Economic History Since Federation
*ECOH5357 Comparative Economic History
*ECOH5358 The Consumer Age
*ECOH5359 Research Seminar
*ECOH5365 Science, Technology and Economic History
*ECOH5367 Special Subject in Economic History 1
*ECOH5369 Special Topic in Economic Development
*ECOH5391 Project Report

Industrial Relations and Organisational Behaviour

Disciplinary Stream in Industrial Relations
Program Number 4027
IROB5700 Management, Work and Organisation
IROB5701 Australian Industrial Relations
IROB5702 Industrial Relations in the Global Economy
*IROB5703 Pay and Reward Systems
*IROB5704 Workplace Organisation and Employment
*IROB5705 Training and Work Reorganisation
*IROB5706 Employment Policy and Practice
*IROB5711 Employment and Industrial Law
*IROB5712 Negotiations, Bargaining and Advocacy
*IROB5713 Public Policy and Employment
*IROB5714 Social Aspects of Work and Employment Relations
*IROB5715 Wages and Incomes Policy
*IROB5720 Industrial Relations in Developing Countries in the Asia Pacific Region
IROB5900 Social and Organisational Analysis

Disciplinary Stream in Human Resource Management
Program Number 4029
IROB5700 Management, Work and Organisation
IROB5900 Social and Organisational Analysis
*IROB5904 Corporate, Management and Union Strategy
IROB5906 Human Resource Management in Context
*IROB5907 Human Resource Management Processes
*IROB5908 Strategic Human Resource Management
*IROB5946 Managing Occupational Health and Safety
*IROB5947 Performance Management
*IROB5948 Human Resources Development
*IROB5949 International Human Resource Management
*IROB5941 Special Topic in Human Resource Studies
IROB5952 Project Report

Disciplinary Stream in Information Systems
Program Number 5027
*INF5S848 Information Systems Project Management
*INF5S905 Information Systems Auditing
*INF5S925 Object-Oriented Information Systems
*INF5S926 Advanced Data Management
*INF5S927 Knowledge Based Information Systems
*INF5S928 Software Engineering Management
*INF5S929 Advanced Software Engineering
*INF5S93 Information Systems Management
*INF5S95 Information and Decision Technology
INF5S982 Advanced Data Communications
*INF5S983 Business Data Communications
GRADUATE STUDY

Information Systems Security
Business Information Systems
Information Systems Design
Decision Support Systems
Data Management
Special Topic in Information Systems
Project Report

Marketing

Disciplinary Stream in Marketing
Program Number 6027
MARK5901 Issues in Consumer Analysis
MARK5902 Elements of Marketing
MARK5903 International Marketing
MARK5904 Marketing Communication
MARK5905 Marketing Strategy
MARK5906 Retailing
MARK5907 Contemporary Issues in Marketing
MARK5910 Marketing Distribution and Logistics
MARK5911 Consumer Analysis
MARK5913 Marketing Management
MARK5914 Marketing Research
MARK5915 Marketing Models
MARK5916 New Product Development
MARK5917 Marketing in Asia
MARK5922 Organisational Marketing
MARK5928 Quantitative Analysis in Marketing
MARK5929 Corporate and Marketing Planning and Policy
MARK5930 Managerial Elements of Marketing
MARK5991 Special Topic in Marketing
MARK5999 Project Report

Disciplinary Stream in Hospitality Management
Program Number 6028
HOSP5902 Hospitality Accounting and Financial Control
HOSP5902 Human Resource Management in the Hospitality Industry
HOSP5903 Hospitality Services Management
HOSP5904 Hospitality and Tourism Law
HOSP5905 Hospitality Facilities Management
HOSP5906 Communication Strategy
HOSP5907 Hospitality and Tourism Marketing
HOSP5908 Strategic Operations Management in the Hospitality Industry
HOSP5999 Project Report
HOSP5991 Special Topic in Hospitality Management Studies

Course Code: 5390

Professional Accounting (Customised)
Program Number 9021
This course is only available to corporate groups by prior arrangement with the Faculty.

This program is offered on a customised basis over a fourteen month period. Certain subjects are studied during a session on a part-time basis. Others are studied during the Summer and mid-year recesses on a full-time basis.

ACCT5908 Auditing
ACCT5930 Management Accounting Concepts and Financial Reporting
ACCT5996 Management Accounting Control Systems

Plus two units from:
ACCT5931 Strategic Management Accounting
ECON5103 Business Economics
ECON5203 Statistics for Business
FINS5511 Corporate Finance
INFS5988 Business Information Systems
LEGT5511 Legal Foundations of Business
LEGT5541 Company Law
LEGT5551 Revenue Law

Any other graduate subject approved by the Head of School of Accounting

Management Accounting (Open Learning)
Program Number 9022
This course is offered in Open Learning mode only.

Application form and further information is available from The Australian Centre for Management Accounting Development (ACMAD), a centre within the Faculty of Commerce and Economics (02) 385 5913.

ACCT5980 Advanced Management Accounting Technologies
ACCT5981 Strategic Resource Management
ACCT5982 Managing the Service Oriented Organisation
ACCT5983 Managing Strategic Change
ACCT5984 Contemporary Issues in Management Accounting
ACCT5985 The Innovative Organisation

* Students who commence their studies at an advanced level and who take six starred units in a discipline shall have their advanced specialisation noted on their transcript.
Descriptions of all subjects are presented in alphanumeric order within organisational units. For academic advice regarding a particular subject consult with the contact for the subject as listed. A guide to abbreviations and prefixes is included in the chapter ‘Handbook Guide’, appearing earlier in this book.

Graduate Subject Prerequisites

A candidate may not enrol in any subject without having satisfied any prerequisite requirement. The details of prerequisite requirements are set out in the section dealing with subject descriptions.

**Accounting**

**ACCT5901**

**Accounting: A User Perspective**  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: Nil

This subject is primarily for the users rather than the preparers of accounting information. The focus is on the understanding and the use of accounting information; the composition and meaning of the financial statements prepared for resource providers in accordance with the law and contractual arrangements; and accounting systems and reports designed for the decision makers within an organisation.

**ACCT5902**

**Advanced Studies in Financial Accounting**  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: An approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent

This subject focuses on topics in financial accounting and reporting including those arising from complex economic entity structures, including: corporate investments in associated companies, partnerships, joint ventures and trusts; accounting problems in particular industries; securitisation arrangements; cutting edge accounting issues that are deliberated by various accounting rule-making bodies; the conceptual frameworks used by standard setters; and proposals for the strengthening of external financial reporting.

**ACCT5903**

**Regulation in Accounting**  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisite: Approved Bachelor's degree with a major in Accounting or equivalent, or ACCT5970 or equivalent

This subject focuses on: theories of regulation; alternative forms of regulatory arrangements and competing sources of regulatory authority; policy formation, implementation and enforcement; theories and empirical evidence related to regulatory processes and outcomes; and involves a comparative analysis of rules affecting accounting and auditing practices locally and overseas; an examination of rules relating to prospectuses, takeover documents, interim reports and other special purpose reports.

**ACCT5904**

**Development of Accounting Thought**  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisite: Approval from the Head of School

This subject focuses on the historical development of the body of thought underlying particular areas of study in the discipline of accounting; the origins and progression of significant ideas, theories, themes, and methodologies; the contributions by prominent individuals; and the attitudes of professional bodies and other parties to change.

**ACCT5905**

**Global Accounting Issues**  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisites: Approved Bachelor's degree with a major in Accounting, or equivalent, or ACCT5970, or equivalent.
This subject examines accounting systems as expressions of cultural, political and ideological forces; comparative international accounting patterns (systems, practices and regulation); efforts to harmonise accounting standards world-wide, using country studies; analysing foreign financial statements; taking a global perspective on earnings, multinational enterprises and the control of global operations; performance evaluation and transfer pricing in the international context; management of foreign exchange risk and the accounting treatment of innovative financial products.

ACCT5908
Auditing
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: ACCT5930 or equivalent
This course examines the practice of auditing and the underlying concepts. Although the focus of attention is on audits carried out under the provisions of the Australian Corporations & Securities Legislation, reference is also made to other forms of audit. The course is intended to provide an overview of the audit process as it exists in Australia. Topics include: risk analysis approach; assessment of risk; development of audit strategy; internal control evaluation and compliance testing; substantive testing; analytical review; auditing in an EDP environment; audit sampling; audit reporting; contractual and common law duties; the role of ethics; and an introduction to internal and public sector auditing.

ACCT5909
Current Developments in Auditing Research
Staff Contact: School Office
S2 L3 CP20
Prerequisite: Approval from the Head of School
An examination of current areas of research in auditing and substantive studies in each area. The following topics will be considered: theory about auditing; overview of audit research; nature of audit work; agency theory and the existence of the audit function; human information processing in auditing; audit teams and the review process; experience and expertise; independence; audit fees and other service fees; effect of the audit report; and future development in audit theory and research.

ACCT5910
Financial Statement Analysis
Staff Contact: School Office
S2 L3 CP20
Prerequisites: FIN5511 or FIN5513 and ACCT5901 or ACCT5930 or equivalent
This subject examines the: sources of information available to analysts; traditional ratio analysis; application of techniques of financial analysis to equity valuation; credit assessment; and price regulation. Also looked at are: calculations of key indicators of financial performance; issues arising from international differences in accounting standards and practices; off-balance sheet financing and financial instruments; problems arising from complex organisational structures; and strategies for managing the financial analysis function.

ACCT5915
Individual Judgement and Choice
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
This subject focuses on behavioural decision theory in the context of judgements made by users of accounting information, managers and auditors. Topics include: introduction to the fields of behavioural decision theory and decision analysis; limitations of human ability to process information; descriptive models of individual choice behaviour; other factors affecting judgement and choice; structuring of a problem; assessing consequences - measurement and weighting of dimensions; assessing uncertainties - probability assessment, confidence, group decision making; evaluation of alternatives - choice of criterion; decision making; evaluation of alternatives - choice of criterion; decision analysis involving multiple objectives and choice under uncertainty; ambiguity and choice; relationship between individual choice and organisational choice.

ACCT5917
Strategic Management: Systems and Processes
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
This subject explores the process and practice of strategic management - the constitution of an organisation's competitive positioning in its environment. Topics to be covered include: strategic thinking and analysis; the formulation and choice of strategic alternatives; managing extended strategic change; and the embedding of organisation at strategy in everyday activities. These topics are explored through a critical examination of relevant literatures, documented case studies and contemporary business practices.

ACCT5918
Advanced Auditing Technologies
Staff Contact: School Office
S2 L3 CP20
Prerequisite: ACCT5908 or equivalent
Topics covered in this subject include: risk analysis; analytical review; internal control evaluation; internal audit and operational auditing; CAATS; use of computer as an audit tool; going concern prediction; performance indicators and analytical review as an audit tool; auditing in a small business environment; compliance audits in the public sector; and investigating accountants@146 reports.

ACCT5929
Organisation Design
Staff Contact: School Office
S2 L3 CP20
Prerequisite: Nil
This subject examines the design of organisational structures and processes and the involvement of management and others therewith. Particular attention will focus on: contingency models of organisation design which stress the importance of various factors (such as size and environment) in the design process; organisational design as a (rational) managerial choice process; organisational design as a political process; and organisational design for specific purposes (e.g. job design, information systems design, control system design and reward system design).
ACCT5930  
Financial Accounting  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: Nil  
This subject examines the fundamentals of financial accounting for entities of simple organisational design; financial recording processes, systems design and internal control; preparation of general purpose statements of financial position, operating performance and cash flow statements; responsibilities in financial reporting; financial reporting constraints; recognition and measurement of specific financial statement elements; and analysis and interpretation of financial reports.

ACCT5931  
Strategic Management Accounting  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: ACCT5901 or ACCT5930 or equivalent (or ACCT5933 for students in program 1051)  
This subject investigates various ways to allocate and manage organisational resources in a competitive environment. The focus is on value creation and cases are used to examine contemporary Australian and international best practice. Topics include value chain analysis; shareholder and customer value; strategic partnering and alliances; and selected topics from strategic management accounting such as benchmarking, the Du Pont methodology and product life cycle profitability.

ACCT5932  
Public Sector Accounting and Financial Reporting  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: ACCT5901 or ACCT5930 or equivalent  

ACCT5942  
Accounting for Complex Entities and Transactions  
Staff Contact: School Office  
SS L3 CP20  
Prerequisite: ACCT5930 or equivalent  

ACCT5943  
Concepts and issues in Financial Reporting  
Staff Contact: School Office  
SS L3 CP20  
Prerequisite: ACCT5930 or equivalent  

ACCT5949  
Managerial Dynamics  
Staff Contact: School Office  
SS L3 CP20  
Prerequisite: Nil  
This subject examines the management of a technical specialty or specialist function (for example, the provision of accounting services) in an organisation. Topics include: service provision in 'intelligent enterprises'; technical specialists as managers; the nature of managerial work; managing patterns of interaction, discourse politics, commitment, ambiguity and change. Numerous case studies are used to examine issues.

ACCT5951  
Current Developments in Accounting Research - Financial  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: Approval from the Head of School  
Review of alternative approaches to the development of theories in external reporting. Explanation and evaluation of substantive theories and associated research studies. Examination of research findings related to the accounting and reporting environment, agency cost and financial contracting, the properties of reported accounting numbers, predictive value of accounting information, the use of information in capital markets, and the use of accounting reports by individual decision makers.

ACCT5952  
Current Developments in Accounting Research - Managerial  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisite: Approval from the Head of School  
The aim of this subject is to equip students with a comprehensive understanding of contemporary management accounting research, which emanates from different philosophical perspectives and employs different theories and research methods. Research is divided into two broad streams: work that seeks (a) to 'explain and design', and (b) to 'understand and interpret' the practice of management accounting in organisational societies. Topics covered include 'design' approaches using behavioural decision theory, contingency theory, institutional theory, and others and interpretive approaches using symbolic interactionism and theories of culture. There is also brief coverage of national differences in management accounting practice and of critical analyses of the development and operation of management accounting systems.
ACCT5955
Design of Cost Management Systems
Staff Contact: School Office
S2 L3 CP20
Prerequisite: ACCT5996 or equivalent
This subject examines organisational and systems design in manufacturing and service organisations. There is examination of how strategic cost management, including product costing and management control systems, can be used to increase the competitive effectiveness and efficiency of a business with particular emphasis on the interactive effects on performance of (a) strategic cost management, and (b) market and technology competitive strategies. Analysis of case studies set in contemporary manufacturing and service settings.

ACCT5956
Management Planning and Control
Staff Contact: School Office
S2 L3 CP20
Prerequisite: Nil
Planning and control processes in organisations, and the involvement of management and management support personnel with them. Topics include: 'formal' and 'organisational' perspectives on management planning and control; planning and decision-making in organisations - some alternative perspectives and descriptions; planning and budgeting - theoretical perspectives and organisational descriptions; organisation structures and structuration; control processes in organisations - some alternative perspectives; participation as a mode of organisational control; accounting control systems - some alternative perspectives; designing management accounting systems - prescription or organisational choice; categorizing and evaluating the literatures on management planning and control.

ACCT5967
Special Topic In Accounting
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: ACCT5997 or equivalent
To assist MComHons students in completion of research project requirement. May consist of an examinable readings program defined to meet the needs of a particular student or a formal program undertaken by a group of students whose research projects are in a common area.

ACCT5970
Accounting Concepts and Financial Reporting
Staff Contact: School Office
S2 L3 CP20
Prerequisite: ACCT5930 or equivalent
This subject covers: preparation of financial statements for entities of complex organisational design; cross border entities and transactions; consideration of issues in asset, liability, expense and revenue recognition and measurement; accounting for primary and derivative financial instruments; and analysis and interpretation of financial statements of complex entities.

ACCT5994
Thesis (full-time)
CP120
Staff Contact: School Office

ACCT5996
Management Accounting Control Systems
Staff Contact: School Office
S2 L3 CP20
Prerequisite: ACCT5901 or ACCT5930 or equivalent (or ACCT5933 for students in program 1051)
This subject examines the design and operation of management accounting systems in organisational settings. Topics include: the function of management accounting systems in organisations; design and organisational choice; design and operation of activity based costing systems; budgetary systems - outcomes and processes; design and operation of accounting control systems - responsibility accounting systems, standard costing and flexible budgets, relationships among accounting systems and administrative, social and personal control systems, divisional performance evaluation, transfer pricing.

ACCT5997
Seminar in Research Methodology
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Approval from the Head of School
This subject considers the relationship between science and scientific method; provides an introduction to the interpretation of the key statistical techniques used in accounting research; and considers and reviews some of the principle research methods that have been used to address issues in accounting.

ACCT5998
Project Seminar
CP20
Staff Contact: School Office
Prerequisite: Approval from the Head of School

ACCT5999
Project Report
CP40
Staff Contact: School Office
Prerequisite: Approval from the Head of School

ACCT6001
Thesis (part-time)
CP60
Staff Contact: School Office
Prerequisite: ACCT5997 and approval from the Head of School

Servicing Subject
A servicing subject is one taught within courses offered by other faculties.
For further information regarding the following subject see the Faculty of Engineering Handbook.

ACCT9062
Accounting for Engineers
Staff Contact: School Office
F L1.5 CP10
Problems related to industrial situations, and their relevance in decision-making. Manufacturing and cost accounts, budgeting and budgetary control, cost analysis and control and profit planning.
Open Learning Subjects

The following subjects are only available to students enrolled in Open Learning programs offered by the Australian Centre for Management Accounting Development (ACMAD).

ACCT5980
Advanced Management Accounting Technologies
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject addresses technical and organisational issues associated with new management accounting technologies, such as: comparative cost analysis; process value analysis; activity based costing and budgeting; throughput accounting and synchronous manufacturing; transfer pricing and interdependencies; target and life cycle costing; cost of quality; benchmarking and goal setting.

ACCT5981
Strategic Resource Management
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject will introduce you to emergent thinking on the role of the management accountant. The focus is on adding value to the business rather than emphasising financial control. The new Management Accountant is strategic, proactive, customer focused, team based and change oriented. The link between strategy, resourcing and change is highlighted to ensure the effective use of an organisation's resources in creating value. The subject aims to introduce strategic resource management as a new way of thinking about organisational functioning, and develop an understanding of the key drivers of value in organisations from the perspectives of shareholders and customers.

ACCT5982
Managing the Service Oriented Organisation
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject deals with managerial processes by reference to organisations that seek to be service orientated. It covers: intelligent enterprise and agile competition; defining and redefining a service focus; managerial contexts and the effects of ambiguity, time and space; managing interactions, discourse and symbols; managing culture, power and difference; exercising leadership and securing commitment; the dynamics of managing and being a manager; judging success.

ACCT5983
Managing Strategic Change
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
Managing strategic change offers a perspective from state-of-the-art international strategic theory and practice. A vital part of the management accountant's new role in organisations is to act as creators, analysers and communicators of information in strategy formulation processes. Management accountants therefore need to be able to support the strategic re-positioning of their organisations through the use of appropriate investment strategies, participation in team based processes and the application of performance measurement techniques. Management accountants need the skills to become players in the strategy process.

ACCT5984
Contemporary Issues in Management Accounting
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject treats a range of contemporary social and organisational issues from the perspective of a new management accounting paradigm. It aims to introduce a distinctive Management Accounting perspective on organisational functioning. It will develop skills in applying this perspective to a range of organisational issues and situations. It aims to develop an understanding of the positive contributions management accounting can make to organisational thought and practice.

ACCT5985
The Innovative Organisation
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
The Innovative Organisation will introduce you to current trends in using organisational structures and processes to support superior organisational performance. This subject aims to explain why innovative organisational structures have emerged in response to the current business environment and describe the characteristics of World Best Practice organisations. It will highlight the philosophies underlying the new organisational culture and behavioural changes that are required, and demonstrate how new manufacturing technologies and strategic imperatives have an impact on traditional organisational structures and processes.

ACCT5986
Project Management
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject explores how responsibility for the overall planning, control and co-ordination of a project may be exercised within a multi disciplinary function, during the lifetime of a project. Topics include: the nature of projects and project management; the project manager and legal matters; organisational structure and teams; time and cost management; quality and human resource management; risks and contracts management; project evaluation, selection and initiation; contracts and tendering; planning and scheduling; administration, monitoring and control; project termination and beyond.

ACCT5987
Management of Manufacturing Systems
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject is designed to provide a solid grasp of the fundamental principles and current major issues in the field of modern manufacturing management. It presents an integrated and coherent account of new production management philosophies, with a strong on the relationship
between manufacturing and business strategies, and the strategic implications of particular manufacturing management decisions, plans, policies and performance measures.

INFS5995
Information Systems Management
Staff Contact: ACMAD (02) 385 5913
S1 or S2 CP20
Prerequisite: Nil
This subject addresses the organisational need for information management and systems technology available to support this purpose. Topics covered include: strategic importance of information; information systems planning; organisational structure and configuration of information systems; management of communications; management of end user computing; computer based support for executive decision making; security, risk and audit; people - the important resource; emerging technologies.

Business Statistics
(School of Economics, Department of Econometrics)

ECON5201
Comparative Forecasting Techniques
Staff Contact: Prof R. Bewley
S2 L3 CP20
Prerequisite: ECON5207 or ECON5248
Topics include the following: exponential smoothing, Box-Jenkins techniques, transfer functions, VAR models, combination of forecasts, accuracy of forecasts, spreadsheets and forecasts.

ECON5203
Statistics for Business
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: Nil
The aim of this subject is to provide students with the appropriate statistical tools for application to applied problems and current research in business. Topics will include: quantitative analysis of statistical data, sampling distributions, statistical estimation; hypothesis testing; multiple regression; introduction to time series analysis; forecasting; index numbers.
This subject will emphasise practical aspects of model building.

ECON5204
Mathematics for Business
Staff Contact: Dr N. Podder
S1 or S2 L3 CP20
Prerequisite: Nil
The aim of this subject is to provide students with the appropriate mathematical tools for application to applied problems and current research in business. Topics will include: calculus, basic optimisation techniques, mathematics of finance, matrix algebra, introduction to linear programming. This subject will emphasise practical aspects of mathematics in business applications.

ECON5207
Elements of Econometrics
Staff Contact: A/Prof A. Owen
S2 L3 CP20
Prerequisite: ECON5203
The simple and multivariate regression models with economic applications emphasizing practical aspects of model building. Extensions of multiple regression models when the classical assumptions break down. Introduction to simultaneous equation models. Quantitative studies of applied econometric themes such as consumption, demand, investment and production.

ECON5211
Applied Business Statistics
Staff Contact: Dr N. Podder
S1 L3 CP20
Prerequisite: ECON5203
Graphical methods in statistical data presentation and analysis, including detection of outliers and regression regimes. Non parametric tests for quick and robust inferences on the statistical significance of findings from sample data.

ECON5212
Analysis of Survey Data
Staff Contact: Dr N. Podder
S2 L3 CP20
Prerequisite: ECON5203
Sample survey analysis (with applications in accountancy, economics, finance, industrial relations and marketing). Methods include regression models and discrete choice models. Particular emphasis is given to presentation of results.

ECON5213
Case Studies in Business Statistics
Staff Contact: Dr N. Podder
S2 L3 CP20
Prerequisite: ECON5212 and ECON5248
This subject will examine specific case studies in business statistics involving each of the following stages: problem formulation, data collection, analysis and presentation. Case studies will be drawn from both government and the private sector. Students are required to undertake their own study for assessment.

ECON5215
Advanced Econometrics A
Staff Contact: Prof R. Bewley
S2 L3 CP20
Prerequisite: Permission of the Head of the Department of Econometrics
Two topics from the advanced literature of econometric theory and applications.

ECON5225
Advanced Econometrics B
Staff Contact: Prof R. Bewley
S2 L3 CP20
Prerequisite: Permission of the Head of the Department of Econometrics
Two topics from the advanced literature of econometric theory and applications.
This subject is concerned with the special statistical characteristics that arise when modelling time series data, such as commodity prices, interest rate and exchange rate data, that have been collected at high frequency (such as daily or hourly). Topics include modelling time varying volatility (ARCH model), generalised method of moments estimators (GMM), and non-normality issues.

ECON5254  
Econometric Theory  
Staff Contact: Dr N. Podder  
S1 L3 CP20  
Prerequisite: ECON5207  
A coherent theoretical development of multiple regression analysis: Restricted least squares and tests of exact linear restrictions on parameters; theoretical aspects of problems with data; basic approaches to econometric specification in nested and non-nested models; error auto correlation and heteroskedasticity.

ECON5255  
Econometric Model Building  
Staff Contact: Dr N. Podder  
S2 L3 CP20  
Prerequisite: ECON5254  
Formal theoretical development of the specification, identification and estimation of macroeconomic models and comparison of alternative modelling strategies. A detailed study of ‘real-world’ econometric models will be undertaken.

ECON5284  
Mathematical Methods in Economics  
Staff Contact: Dr L. Fisher  
S2 L3 CP20  
Prerequisite: ECON5232  
This subject gives students a working knowledge of static and dynamic optimisation techniques applied in economics. Topics include classical optimisation, comparative statics, non-linear programming, differential equations and optimal control. All techniques introduced are illustrated with mainstream applications such as consumer theory and the neo-classical theory of optimal growth.

ECON5285  
Seminar in Advanced Econometrics  
Staff Contact: Prof R. Bewley  
CP20  

ECON5291  
Special Topic in Econometrics  
CP20 Prerequisite: Approval from the Head of School  

ECON5297  
Thesis  
Staff Contact: Prof N. Kakwani  
CP120  

ECON5298  
Econometrics Research Seminar  
Staff Contact: Prof R. Bewley  
CP20  
Students enrolled in ECON5299 are required to present a seminar on their research topic.
Commercial Legal Studies and Taxation Studies
(School of Business Law and Taxation)

LEGT5511
Legal Foundations of Business
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: Nil

An introduction to the Australian legal system; the legal framework of business regulation: areas of substantive law relevant to commerce including the general principles of the law of contract, specialised commercial transactions, the law of torts with particular reference to negligent misstatement, the regulation of restrictive trade practices and sales promotion.

LEGT5522
Special Topic in Commercial Law
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: Approval from the Head of School

A specially assigned project, program or set of reading relating to research.

LEGT5523
Special Topic in Taxation
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: Approval from the Head of School

A specially assigned project, program or set of reading relating to research.

LEGT5531
Legal Regulation of Business
Staff Contact: School Office
S2 L3 CP20
Prerequisite: LEGT5511 or equivalent


LEGT5541
Company Law
Staff Contact: School Office
S1 L3 CP20
Prerequisite: LEGT5511 or equivalent

The law relating to business organisations, including partnerships, joint ventures, trading trusts, and companies incorporated under the Corporations Law. Primary focus: company law and, in particular, the company as a corporate entity; capital; control and management; liquidation.

LEGT5542
Advanced Studies in Company Law
Staff Contact: School Office
S2 L3 CP20
Prerequisite: LEGT5541 or equivalent

The law of corporations as a system of government including the constitutional allocation of corporate power; the separation of ownership from control with examples of control mechanisms; the enforcement of directors' duties: the judicial review of company behaviour and activity including minority protection and relations with outsiders; the legal nature of corporate securities; expansion devices; investigations and inspections; legal focus on corporate form and recognition; selected comparative aspects and reforms.

LEGT5543
Bankruptcy and Insolvency Law
Staff Contact: School Office
S2 L3 CP20
Prerequisite: LEGT5541 or equivalent

An examination of the law regulating personal Bankruptcy under the Bankruptcy Act 1966 (Cth) and corporate insolvency under Chapter 5 of the Corporations Law. Examines the proof and ranking of claims, secured and unsecured creditors, priorities, voidable transactions and alternatives to bankruptcy and insolvency. Discusses the policies underlying Australian bankruptcy and insolvency laws through a comparison with the U.K. and U.S.A. provisions.

LEGT5551
Revenue Law
Staff Contact: School Office
S2 L3 CP20
Prerequisite: LEGT5511 or equivalent


LEGT5560
Legal Aspects of Business Strategy
Staff Contact: School Office
S2 L3 CP20
Prerequisite: LEGT5511 or equivalent

Enables the student to examine the implications which law and tax considerations have for business strategy. The subject is based on a series of case studies involving both domestic and international business. Considers the influence which business considerations have on legal and tax structures and the situations where legal and tax considerations influence business structures.

LEGT5561
Legal Aspects of Finance
Staff Contact: School Office
S1 L3 CP20
Prerequisite: LEGT5511 or approval from the Head of School
Commercial structures including companies, joint ventures, partnerships and trusts. Procedures for equity and debt financing of entrepreneurial schemes with special reference to both law and practice. The regulation of the securities market. Corporate restructuring including take-overs, mergers and reconstructions. The law of company charges. Aspects of the taxation of commercial financing.

**LEG5582**
**Legal Aspects of International Business**
*Staff Contact: School Office*
*S1 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

Examines the legal considerations in foreign trade and investment, including international business contracts and the law governing international transport and sale of goods. Jurisdictional issues, with particular reference to those involving contracts, torts and trade practices law. The alternative business structures available and their respective advantages. International taxation considerations. CIF and FOB contracts and documentary credits and finance. International dispute resolution.

**LEG5571**
**Franchising and Alternative Distribution Systems**
*Staff Contact: School Office*
*S1 L3 CP20*
*Prerequisite: LEGT5511 or equivalent or approval from the Head of School*


**LEG5581**
**Advanced Taxation 1: Concepts**
*Staff Contact: School Office*
*S1 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

The structure of the Income Tax Assessment Act, 1936 (Cth). The meaning of income. Income under ordinary concepts and usages. Income under specific statutory provisions with particular emphasis on Part IIIA. Allowable deductions: the reduction of assessable income to taxable income under s.51(1) and the specific deduction provisions. Tax accounting: receipts and outgoings; cash v. accruals; specific profit and loss; assignment of income; trading stock provisions. Tax avoidance: judicial and legislative responses.

**LEG5582**
**Advanced Taxation 2: Entities**
*Staff Contact: School Office*
*S2 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

The effect of the movement of income through partnership, a trust or a company. The operation of the imputation system in relation to company tax and the movement of imputation credits through other entities. Tax treatment of joint ventures, unit trusts, and co-operatives. Tax treatment of superannuation funds. Obligations imposed on taxpay-ers who are employers with particular reference to Fringe Benefits Tax.

**LEG5583**
**Advanced Taxation 3: International Aspects**
*Staff Contact: School Office*
*S2 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

The concept of residence: individuals, companies, partnerships, and trusts. The concept of source: source rules for different categories of income; company source rules in double tax treaties. Australian tax treatment of foreign source income of Australian residents: foreign tax credit system; accruals tax system under controlled foreign corporations legislation; exemption of foreign dividends and branch income of resident companies. Australian tax treatment and Australian source income of non-residents; dividend withholding tax; interest withholding tax; provisions of double tax treaties. Legislation relating to specific transactions in international taxation; transfer pricing, thin capitalisation; debt creation involving non-residents; foreign currency and exchange trading. International tax planning techniques. Policy and regulation issues.

**LEG5584**
**Advanced Taxation 4: Sales Tax and State Taxes**
*Staff Contact: School Office*
*S1 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

Notes: Offered in alternate years.


**LEG5585**
**Advanced Taxation 5: Policy and Administration**
*Staff Contact: School Office*
*S1 L3 CP20*
*Prerequisite: LEGT5511 or equivalent*

Notes: Offered in alternate years.

Tax policy issues including: the process of tax policy formulation in Australia; functions and objectives of taxation; criteria for evaluating taxation systems; structure and assessment of the existing tax base and alternatives; economic and social issues; reform options. Issues in tax administration including: Commissioners’ investigative and audit powers; objections and appeals; collection and recovery; the status and use of rulings by the Commissioner; offences, penalties and other administrative issues.

**LEG5999**
**Project Report**
*Staff Contact: School Office*
*S1 or S2 CP40*
*Prerequisite: Approval from the Head of School*
Economic History
(School of Economics, Department of Economic History)

ECOH5351
International Economic Relations since 19th Century
Staff Contact: Dr D. Meredith
S1 L3 CP20
Prerequisite or Corequisite: ECON5103
Note/s: Not offered 1996.

International political economy in historical perspective. Topics include: the dominance of Britain in the world economy before 1914 and challenges to Britain's position; impact of the First World War and the 1930s Depression; rise of the United States as an economic power; economic implications of the Cold War; the post-1945 Long Boom and its end; challenges to US supremacy; growing problem of Third World debt; the changing role of West and East Europe in the international economy in the late 20th century.

ECOH5352
The Modern Business Corporation
Staff Contact: Dr D. Meredith
S1 L3 CP20
Prerequisite or Corequisite: ECON5103
Note/s: Not offered 1996.

The origin, history and attributes of the modern business corporation in industrial economies including Australia; growth of the large firm in its external economic, political, social and institutional environment; impact of the modern corporation on the structure of the economy; the changing internal organisation of the corporation and growth of modern management; the history of the multi-national enterprise and an evaluation of home and host-country impacts; business policy in the context of government regulation and trade unions; the economic and social implications of the modern corporation.

ECOH5353
Approaches to Economic and Social History
Staff Contact: Dr B. Dyster
S1 L3 CP20
Prerequisite or Corequisite: ECON5103

Perspectives, themes and tools involved in the study of modern economic and social history. Shows that the historian concentrates upon particular problems and methods of analysis which define the subject of history as a discipline in its own right. Provides a degree of unity to the varied knowledge gained by students in other economic history courses; allows students to come to grips with important problems of a general nature.

ECOH5354
Special Subject In Economic History 2
Staff Contact: Dr B. Dyster
S2 L2 CP20
Prerequisite: ECOH5367

Further advanced topics in Economic and Social History.

ECOH5355
Aspects of Australian Economic History
Staff Contact: Dr D. Clark
S2 L3 CP20
Prerequisite or Corequisite: ECON5103

The choice of Botany Bay, the search for a staple, the pastoral economy, effects of the gold rushes, the long boom. Economic collapse of the 1890s and readjustment. Changing structure of the Australian economy in the 20th century; population change and labour supply; capital accumulation; growth of manufacturing; rural problems; external economic relationships; institutional developments; tariffs, banking, State enterprises, wage determination, Federal-State finances; the Great Depression and its aftermath; war economy; post-war developments.

ECOH5356
Australian Economic Policy Since Federation
Staff Contact: Dr B. Dyster
S1 L3 CP20
Prerequisite or Corequisite: ECON5103

This subject is concerned with the development of economic policy in 20th century Australia. The topics covered include management policies (fiscal, tariff, immigration, employment and trade). The overall aim is to analyse the development of regulation and the recent move towards deregulation, within the context of 'economic rationalism' and its critique.

ECOH5357
Comparative Economic History
Staff Contact: A/Prof J. Perkins
S2 L3 CP20
Prerequisite or corequisite: ECON5103
Note/s: Not offered 1996.

Major issues in comparative Economic History. Case studies will be drawn from the economic history of some or all of the following areas: Australia, New Zealand, Southern Africa, South America, Asia and Europe. These will be analysed in a historical and theoretical framework with regard to the different roles played by industrialisation, political structures, capital flows, ideology and external forces in the evolution of these economies.

ECOH5358
The Consumer Age
Staff Contact: A/Prof J. Perkins
S2 L3 CP20
Prerequisite: ECON5103

The subject is concerned with the evolution of the market as a means of distribution of goods and services. It focuses on the Australian experience, since the late-19th century, in an international context. Among the areas covered are the history of retailing and wholesaling, consumer sovereignty and the development of advertising; the evolution of consumer credit; efforts to subvert the market; distribution in non-market economic systems.

ECOH5359
Research Seminar
Staff Contact: Dr B. Dyster
CP20
Prerequisite: Approval from the Head of School
ECON5360
Thesis
Staff Contact: Dr B. Oyster
C120

ECON5365
Science, Technology and Economic Development
Staff Contact: A/Prof J. Inkster
S1 L3 CP20
Prerequisite or Corequisite: ECON5103
Note/s: Not offered 1996.

The several functions of science and technology in development, past, present and possible future. Development economics and sociology; case studies, ranging from nineteenth century Japan to China since 1950. The place of technology in contemporary development and the role of international institutions (eg. multinational corporations) in transfers of scientific and technical knowledge. The 'appropriateness' of introduced technique and the concept of alternative technology and alternative development patterns.

ECON5367
Special Subject in Economic and Social History 1
Staff Contact: Dr D. Meredith
SS L3 CP20
Prerequisite or Corequisite: ECON5103

Further advanced topics in Economic and Social History.

ECON5191
Special Topic in Economic History
CP20
Prerequisite: Approval from the Head of School

ECON5391
Project Report
CP40
Prerequisite: Approval from the Head of School

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Economics (School of Economics, Department of Economics)

ECON5100
Economic Analysis
Staff Contact: Dr G. Fishburn
S1 or S2 L3
Prerequisite or Corequisite: ECON5103
CP20

A subject primarily designed for students who wish to study further subjects in economics. The objective is to acquire a deeper understanding of the analysis of micro and macroeconomic problems.

ECON5101
Seminar in Advanced Economic Analysis A
Staff Contact: A/Prof B. Rao
SS L3 CP20
Prerequisite: Approval from the Head of School

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations, capital theory of the firm. Students will be required to present a paper on these topics.

ECON5102
Seminar in Advanced Economics Analysis B
Staff Contact: A/Prof B. Rao
SS L3 CP20
Prerequisite: Approval from the Head of School

Seminars will consider recent developments in a number of areas, such as social choice, rational expectations, capital theory of the firm. Students will be required to present a paper on these topics.

ECON5103
Business Economics
Staff Contact: A/Prof G. Kingston
S1 or S2 L3 CP20
Prerequisite: Nil

An introduction to economic analysis and policy. Using a case study approach, students will examine government and business reports, magazine and newspaper articles, and monographs/journals dealing with contemporary economic issues. Reports or articles will be analysed using simple micro and macroeconomic tools and reasoning. The aim of the subject is to improve the economic literacy of students.

ECON5104
International Economics
Staff Contact: Dr G. Fishburn
S2 L3 CP20
Prerequisite or Corequisite: ECON5100
Note/s: Not offered 1996.

Basic theory and empirical evidence relating to international trade and investment tariffs and other impediments to trade, balance of international payments, exchange rates and international monetary problems. Long-term and more recent developments in international trade and the effects of regional trading arrangements. Australian policies in the light of developments in the world economy.

ECON5106
Economics of Labour Markets
Staff Contact: Dr T. Stegman.
S1 L3 CP20
Prerequisite or Corequisite: ECON5100


ECON5107
Economic Growth, Technology And Structural Change
Staff Contact: Dr P. Kriesler
S1 L3 CP20
Prerequisite or Corequisite: ECON5100
Note/s: Not offered 1996.

Characteristics of economic growth and development, role of capital accumulation, labour, technology and natural resources. Application of growth models to development
Role of industrialisation, structural change and development strategies in promoting economic growth. Income inequality and economic welfare.

**ECON5108**
**Public Finance**
*Staff Contact: Prof J. Piggott*
*S2 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Public expenditure and taxation, budgetary policy and federal-state financial relations; partial and general equilibrium analysis of taxation; incidence and resource allocation effects of income taxes, wealth taxes and outlay taxes.

**ECON5110**
**Developing Economies And World Trade**
*Staff Contact: Dr J. Lodewijks*
*S2 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
This subject focuses on: trade and developing countries; trade and growth; new trade theory and LCDs; foreign trade regimes; liberalisation and trade negotiations; the role of GATT; economic integration; international factor mobility, particularly foreign investment; aid and debt issues; the role of World Bank and IMF; stabilisation experiences; and growth-oriented adjustment policies.

**ECON5111**
**Topics In Economic Development**
*Staff Contact: School Office*
*SS L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Note/s: Not offered 1996.
Topics of current research in economic development with special reference to the developing economies of Asia. The subject is intended primarily for students who are enrolled in economics with specialisation in development economics.

**ECON5112**
**Asian Development Studies A**
*Staff Contact: Mr J.A. Zerby*
*S2 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Principal economic characteristics of the newly industrialising economies of East Asia: South Korea, Taiwan, and Hong Kong. Comparisons of internal and external policies and their contribution to the achievement of socio-economic objectives.

**ECON5113**
**Asian Development Studies B**
*Staff Contact: Mr J.A. Zerby*
*S1 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Analysis of principal economic characteristics of members of the Association of South East Asian Nations (ASEAN): Indonesia, Malaysia, Philippines, Singapore and Thailand. Causes and consequences of economic development policies. Theoretical issues related to the formation of customs unions and free trade areas, and their application to ASEAN.

**ECON5115**
**Natural Resource Economics**
*Staff Contact: Dr G. Waugh.*
*S1 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Note/s: Not offered 1996.
An introduction to the exploitation of natural resource systems examined within an economic framework, particularly forestry, fisheries, water, oil and other minerals. Policies required to ensure improved management without over exploitation of these renewable and non-renewable resources under different property-right regimes.

**ECON5116**
**Environmental Economics**
*Staff Contact: Dr G. Waugh.*
*S2 L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Main elements of environmental economics and cost benefit analysis as it relates to the assessment of environmental issues. Topics will include: pollution and pollution policy; environmental cost-benefit analysis and economic methods for measuring costs and benefits; species extinction and irreversibility: environmental ethics and discounting; the environment and developing countries; and the sustainable economy.

**ECON5124**
**Public Enterprise Economics And Cost-Benefit Analysis**
*Staff Contact: Dr T. Truong*
*SH L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Note/s: Not offered 1996.

**ECON5126**
**Economics of Trade Practices, Regulation and Competition Policy**
*Staff Contact: A/Prof R. Conlon*
*SS L3 CP20*
*Prerequisite or Corequisite: ECON5100*
Note/s: Not offered 1996.
Concepts of market power and competition and the alternative approaches to the problem of market power; related issues in industrial structure and performance; implementation and consequences of competition policy in Australia, EEC, UK, US and Japan with special reference to monopolization, restraints of trade, horizontal and vertical arrangements, exclusive dealing, resale price maintenance, price discrimination, mergers, patents, and trademarks, multi-nationals, international cartels.
ECON5134
International Trade
Staff Contact: Prof M. Kemp
SS L3 CP20
Prerequisite or Corequisite: ECON5146
Note/s: Not offered 1996.

ECON5143
Monetary Theory and Policy
Staff Contact: Prof R. Miltiourne
S1 L3 CP20
Prerequisite or Corequisite: ECON5100
Note/s: Not offered 1996.
Topics covered include definitions, functions and properties of money; theory of financial intermediation; financial innovation; theory of portfolio selection; flow-of-funds analysis; determination of interest rates including risk and term structures; theories of the financial firm; and the development, structure and efficiency of the Australian financial system and implications for monetary policy.

ECON5145
Contemporary Economic Issues
Staff Contact: Dr P. Kriesier
SS L3 CP20
Prerequisite or Corequisite: ECON5100
Note/s: Not offered 1996.
Seminars on contemporary economic issues.

ECON5153
International Monetary Economics
Staff Contact: A/Prof G. Kingston
S2 L3 CP20
Prerequisite or Corequisite: ECON5100
Note/s: Not offered 1996.
Topics covered include: development, structure and efficiency of the international monetary system and the role of the IMF; international adjustment mechanisms for the balance of payments; exchange rate determination and the effects of exchange rate variation; optimum currency areas; forward exchange markets; foreign exchange risk management; the development of Eurocurrency markets and implications for policy; the international debt problem; and international financial integration and implications for domestic policy.

ECON5154
Microeconomic Analysis 1
Staff Contact: Prof J. Piggott
S1 L3 CP20
Prerequisite or Corequisite: ECON5100

ECON5155
Microeconomic Analysis 2
Staff Contact: Dr J. Gans
S2 L3 CP20
Prerequisite or Corequisite: ECON5154 or equivalent
Advanced topics in microeconomics. These may include: existence and uniqueness of competitive equilibrium, the welfare theorems, incomplete markets, games with complete information, games with incomplete information, market equilibria with asymmetric information (adverse selection and moral hazard), principal-agent models and mechanism design.

ECON5163
Microeconomic Policy
Staff Contact: Prof J. Piggott
S1 L3 CP20
Prerequisite or Corequisite: ECON5100
Contemporary issues in Australian microeconomic policy. Topics include the implications of market structure for economic efficiency and income distribution and the role of competition policy in a global environment; the design of regulatory policy; the effect of tariffs and other trade barriers on economic welfare and the use of trade and industry policy to foster structural change in the economy; public sector investment and pricing decisions; privatization of public enterprises; environmental policy and sustainable development.

ECON5164
Economic Methodology
Staff Contact: Dr P. Kriesier
SS L3 CP20
Prerequisite or Corequisite: ECON5100
The methodology of modern economics, the scientific method, the testing of hypotheses. Some logical problems in econometric techniques. The analysis and methodology of classical and later economists. Economic analysis and methodology plus the development of economic thought as a response to changes in society and contemporary economic problems. Some of the major issues in monetary theory, classical and neo-classical value and distribution theory and equilibrium and welfare economics.

ECON5173
Macroeconomic Policy
Staff Contact: Dr N. Warren
S2 L3 CP20
Prerequisite or Corequisite: ECON5100
A theoretical background to, and discussion of, current issues of Macroeconomic Policy. Issues include economic growth and fluctuations, balance of payments problems and foreign debt, fiscal policy and monetary and exchange rate policies, incomes policy, and inflation and unemployment.

ECON5174
Macroeconomics Analysis 1
Staff Contact: Prof R. Milbourne
S1 L3 CP20
Prerequisite or Corequisite: ECON5100
The structure of macroeconomic models, growth theory and capital accumulation, the structure of short run classical and Keynesian models, equilibrium and disequilibrium
models of the business cycle, open economy models, fiscal policy and deficits. Monetary policy and stabilization theory.

ECON5184
Macroeconomics Analysis 2
Staff Contact: Dr G. Otto
S2 HPW3 CP20
Prerequisite: ECON5174 or equivalent
Consumption and investment theories including models of optimisation, overlapping generations models with money, real business cycle models, equilibrium asset pricing, multiplicity of equilibria and bubbles. Recent topics in contracting and market imperfections and the role of policy.

ECON5191
Special Topic in Economics CP20 Prerequisite: Approval of the Head of School

ECON5197
Project Report C40 Prerequisite: Approval of the Head of School

ECON5198
Economics Research Seminar
Staff Contact: Dr J. Lodewijks
CP20

ECON5199
Thesis
Staff Contact: A/Prof B. Rao
CP120

Finance
(School of Banking and Finance)

FINS5511
Corporate Finance
Staff Contact: School Office
S2 L3 CP20
Prerequisites: ACCT5901 and ECON5103 and ECON5203 (or ECON5105 and ECON5203 and ACCT5933 for students in program 1051)
Essential aspects of financial decision-making in business. Designed to enable the student to usefully employ the following concepts in a business environment: investment decisions under uncertainty; capital budgeting; modelling and management of risk (including decision tree analysis, diversification, sensitivity analysis and simulation). Capital structure propositions; the impact of taxation and bankruptcy costs; information asymmetry and signalling approaches; dividend policy and imputation. Particular references to case studies and computer applications.

FINS5513
Security Valuation and Portfolio Selection
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisites: ECON5103 and ECON5203
The aim of this course is twofold: (i) to introduce students to theoretical building blocks in the theory of finance; and (ii) to illustrate these by means of a combination of tutorial problems and case studies. Topics include: investment decisions under uncertainty; investment decisions under uncertainty (the portfolio selection problem); capital asset pricing model and arbitrage pricing theory; rudiments of theory and evidence; fundamentals of bond valuation; introduction to duration and the term structure of interest rates; valuation of equity shares; market efficiency; fads, bubbles, martingales.

FINS5514
Capital Budgeting and Financial Decisions
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisites: ECON5103, ECON5203 and FINS5513 or corequisite
Focus on various aspects of corporate decision making. Topics include: Objectives of the corporation. Investment criteria under certainty and uncertainty. Quantitative techniques to assist managerial judgement including: capital budgeting; modelling and management of risk (including decision tree; diversification, sensitivity analysis and simulation). Capital structure propositions; the impact of taxation and bankruptcy costs; information asymmetry and signalling approaches; dividend policy and imputation. Particular references to case studies and computer applications.

FINS5515
Issues in Corporate Finance
Staff Contact: School Office
S1 L3 CP20
Prerequisites: ECON5103 and ECON5203

FINS5516
International Corporate Finance
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: FINS5513 and FINS5514 or corequisite
Management of the financial functions for firms operating in several separate countries. Necessary theory and evidence basic to an understanding of international capital and foreign exchange markets, the benefits of international diversification, use of the capital asset pricing model in foreign investment decisions and cost of capital, working capital management, the role of international banks and their evaluation of financial performance of firms.
FINS5517  
Portfolio Analysis and Management  
Staff Contact: School Office  
S1 or S2 L3 CP20  
Prerequisite: ECON5103 and ECON5203 and FINS5513 or corequisite  
Management of equity and fixed interest portfolios using modern market-based methods of risk control. Derivative instruments: forwards; futures; options; swaps; FRA's etc. Equity investments: valuation; diversification; portfolio insurance; program trading; international diversification and hedging; performance measurement. Fixed interest portfolios: term structure; duration; convexity; gap analysis; hedging. Alternative assets.

FINS5522  
Asian Financial Market Analysis  
Staff Contact: School Office  
S2 L3 CP20  
This subject provides an in-depth analysis of the major financial markets in Asia. It aims at applying investment and international finance theory to the context of diverse Asian markets. After a review of the institutional structure of the markets and their role in economic development, the subject will examine equity market relationships, country risk analysis, portfolio management and hedging across Asian markets, syndication and off-shore banking and other contemporary issues.

FINS5530  
Financial Institution Management  
Staff Contact: School Office  
S1 or S2 L3 CP20  
Prerequisites: FINS5512 and FINS5513  
The application of modern finance theory and financial modelling techniques to financial decision-making and risk management in financial institutions both domestic and international. Topics include: 1. Objectives of financial institutions from the perspective of portfolio, hedging and agency theories; 2. Application of portfolio, arbitrage pricing, option pricing and corporate finance theories, to the management of assets, liabilities, capital structure and off-balance sheet operations of financial institutions; 3. Interest rate risk management and financial futures; 4. Liquidity risk management; 5. Loan portfolio management, credit evaluation models, loan pricing and credit rationing; 6. Securities portfolio management; 7. Capital adequacy and prudential regulation and management; 8. International dimensions including exchange rate risk management and country risk assessment.

FINS5531  
Risk and Insurance  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisite: FINS5513 and FINS5514  
Note/s: Not offered 1996.  
The nature of commercial, financial and physical risk is explored. In addition to the theory of risk, the way in which insurance has evolved to deal with this important aspect of the economic environment is studied in depth. Case studies are used to illustrate points of practical relevance. This course emphasises the mathematical and statistical foundations of the discipline. Topics in the area of risk include: risk premia, insurance ratings, simulation of risk environments, physical risk and death. Insurance is approached as a natural commercial response to risk. The course deals with inference from insurance data, general insurance, motor insurance, very large risks, and life insurance.

FINS5533  
Real Estate Finance and Investment  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisites: FINS5513 and FINS5514  
An evaluation of real estate financing, the mechanics of the mortgage market and the application of modern finance theory to the evaluation, selection and management of property investments. Topics include the role of regulation, taxation, government agencies, property trusts and the banking system in promoting real estate activity. An analysis of real estate price and yields, diversification aspects and use of property as an inflation hedge. An evaluation of leasing, type of tenancy, property options and property trusts.

FINS5534  
Credit Analysis and Lending  
Staff Contact: School Office  
S1 L3 CP20  
Prerequisites: FINS5512 and FINS5513  
The focus of this subject is credit analysis and lending emphasising finance theory and practical applications. The subject includes: credit analysis; credit scoring and modelling; loan products; loan pricing; commercial lending; consumer lending; special risk markets such as small business, agricultural and real estate; international and trade financing; managing the loan portfolio; and problem loans. The subject includes case study work.

FINS5535  
Options, Futures and Risk Management Techniques  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisites: FINS5517 and FINS5512 or corequisite  
This is an intermediate course of options, futures and the techniques using these contracts to offset some of the risk associated with some given market commitment. Topics include: overview of derivative securities; forward and future contracts on stock indices, currencies, gold and silver, T-bonds and T-notes, and other commodities; stock options; options on stock indices, currencies, and futures; swaps and the evaluation of credit risk; hedging positions in options and other derivative securities.

FINS5575  
Research Methods in Finance  
Staff Contact: School Office  
S2 L3 CP20  
Prerequisite: FINS3774 or approval from the Head of School  
The objective of the course is to review applications of mathematical and statistical tools to applied problems and current research, in finance.
FINS5576
Advanced Topics in Asset Pricing
Staff Contact: School Office
S2 L3 CP20
Prerequisite: FINS3774 or approval from the Head of School

This subject provides an in-depth and advanced treatment of asset pricing theories and examines selected tests of the validity of the theories. The emphasis is on applying mathematical and statistical tools to derive results which are usually given without proofs in preceding course as well as deriving new results to reflect current research. Examination of empirical tests aims at pointing out how research can be implemented and modified to suit local market conditions. In addition, the subjects also involves a relatively new area of financial economics; security market microstructure and the implications for empirical research in finance. Topics include: utility theory; portfolio theory and capital asset pricing models; arbitrage pricing theory; option and futures pricing; intertemporal models in finance; and security market microstructure.

FINS5577
Advanced Topics in Corporate Finance
Staff Contact: School Office
S1 L3 CP20
Prerequisite: FINS3774 or approval from the Head of School

This subject provides an introduction to contemporary theoretical literature relevant for an advanced treatment of the study of investment and financing decisions of firms under alternative assumptions about the institutional environment within which such decisions are made. Emphasis will be given to the corporate form of business. Furthermore, special cases of investment and financing decisions such as mergers, takeovers and leveraged buyouts are focused on. The conceptual basis is such that it allows discussions of ethical issues in relation to corporate decisions and management compensation schemes. The subject structure consists of lectures and a seminar program. In the latter students are encouraged to supplement theoretical discussions with empirical evidence.

FINS5578
Recent Developments in Banking Research
Staff Contact: School Office
S1 L3 CP20
Prerequisites: FINS5530 and FINS3774 or approval from the Head of School

This subject focuses on recent developments in theory and empirical research relating to banking and bank management. Topics include: the development of banking models; the uniqueness of banks and bank lending; advanced techniques in bank risk management; analysis of bank cost functions in the context of economies of scale, economies of scope, expense preference behaviour, and the contestable markets hypothesis; the regulatory environment and its impact on bank valuation and banking practice; option and capital and capital adequacy; modelling off-balance sheet activities; and models of international banking.

FINS5579
Research Methods in Finance 2
Staff Contact: School Office
S1 L3 CP20
Prerequisite: FINS3774 or approval from the Head of School

A more advanced course in empirical methodology in finance. General methodological aspects, testing of hypotheses, falsifiability principle. Review of relevant econometric material, applications to topics such as generalised beta models of market equilibrium (including CAPM, APT), foreign exchange risk premium, stock price variability, volatility estimation.

FINS5591
Special Topic in Finance
CP20
Prerequisite: Approval from the Head of School

FINS5594
Thesis
Staff Contact: School Office
CP120

FINS5599
Project Report
Staff Contact: School Office
CP40
Prerequisite: Approval from the Head of School

Hospitality Management
(School of Marketing)

HOSP5901
Hospitality Accounting and Financial Control
Staff Contact: School Office
S1 L3 CP20 Prerequisite or Corequisite: HOSP5903 and MARK5902

Measuring qualitative factors of a hospitality business; fixed, variable and mixed costs; the allocation of costs to revenue centres cost - volume - profit relationships; flexible budgeting and variance analysis; forecasting sales; cash budgeting; pricing and costing issues for food and beverage and rooms; internal controls and responsibility accounting; hotel and motel valuation processes; financial statement analysis; capital budgeting; yield management; feasibility studies.

HOSP5902
Human Resource Management in the Hospitality Industry
Staff Contact: School Office
S2 L3 CP20 Prerequisite: HOSP5903

Design of effective hospitality organisations; search for flexibility. Developing a corporate culture; team building; group dynamics; communication; leadership; training strategies; reward structures; enterprise bargaining; self directed work; managing and leading by values; implications for change. Management in the hospitality industry.
HOSP5903
Hospitality Service Management
Staff Contact: School Office
S2 L3 CP20 Prerequisite: One core unit
Developing an understanding of service delivery process in the hospitality industry and the application of total quality management; reviewing and evaluating service delivering systems in rooms; food and beverage divisions; suburban hotels, clubs, public venues, hospitals, industrial and commercial catering, fast food restaurants and casinos; introducing and implementing service delivery process improvement strategies.

HOSP5904
Hospitality and Tourism Law
Staff Contact: School Office
S1 L3 CP20 Prerequisite or Corequisite: HOSP5903 and MARK5902
National and international laws relating to tourism, hotel management contracts, negotiation, arbitration and dispute resolution. Hotel development applications and environmental constraints, consumer rights including representative actions. Risk management issues governing the sale and supply of hospitality services at national and state levels.

HOSP5905
Hospitality Faciltities Management
Staff Contact: School Office
S2 L3 CP20 Prerequisite: HOSP5901 and MARK5902
Understanding workflows in a hotel as a prerequisite to good design and layout fitout; government and local council requirements, preparing feasibility studies, property refurbishment issues.

HOSP5906
Communication Strategy
Staff Contact: School Office
S2 L3 CP20 Prerequisite: HOSP5903 and MARK5902
Note/s: Excluded MARK5904.
This subject will consist of three theory lectures on basic communication strategy and 10 seminars applying this knowledge to 10 key segments of the hospitality industry.

HOSP5907
Hospitality and Tourism Marketing
S1 L3 CP20 Prerequisite: HOSP5903 and MARK5902
Environments and strategies, market segmentation. Hospitality marketing planning and promotion.

HOSP5908
Strategic Operations Management in the Hospitality Industry
S2 L3 CP20 Prerequisite: HOSP5901, HOSP5903, HOSP5904 and MARK5902
This subject provides: (1) an evaluation of the financial, legal and industrial context of hospitality investment and operations in Australia; (2) an analysis of strategic investment and development planning in the hospitality industry, focussing on the commercial relationships between investors, developers, operators, and legislators; (3) an analysis of strategic operations management as a means of producing sustainable investment profit.

HOSP5991
Special Topic in Hospitality Management Studies
CP20 Prerequisite: Approval from the Head of School
Note/s: Not offered 1996.

HOSP5999
Project Report
CP40 Prerequisite: Approval from the Head of School
Note/s: Not offered 1996.

Human Resource Management, Industrial Relations and Organisation and Management Studies
(School of Industrial Relations and Organisational Behaviour)

IROB5700
Management, Work and Organisation
Staff Contact: School Office
S2 L3 CP20 Prerequisite: Nil
This subject seeks to provide a broad introduction to the basic concepts and theory underlying contemporary thinking on the organisation and management of work. Topics covered include: organisational structures and processes; the role and functions of management; the organisation and employment systems; people management and behavioural implications for the management processes; and contextual and institutional dimensions of business.

IROB5701
Australian Industrial Relations
Staff Contact: A/Prof B. Dabscheck
S1 L3 CP20 Prerequisite: Nil
Concepts and issues in Australian industrial relations at the macro or systems level, with overseas comparisons where appropriate. Labour movements and the evolution of employee-employer relations in the context of industrialization and change; origins and operations of industrial tribunals at the national and state levels; their instrumentalities; nature of industrial conflict and procedures for conflict resolution such as arbitration and bargaining; national wage policy.

IROB5702
Industrial Relations in the Global Economy
Staff Contact: Mr I. Hampson
S2 L3 CP20 Prerequisite: IROB5701
This subject focuses on the 'global shifts' in economics and industry that are driving transformations in many national IR systems. As such the subject shares many of the objectives of comparative IR, namely to foster an appreciation of
the merits of comparing IR systems, and the use of comparative method. Since one of the major uses of comparative arguments is in the sphere of industrial relations policy, the subject also aims to review debates about the links between IR systems on the one hand, and national competitiveness and social protection on the other.

IROB5703
Pay and Reward Systems
Staff Contact: Dr J. Shields
S2 L3 CP20
Prerequisite: IROB5701 or equivalent

This subject seeks to equip students studying industrial relations and/or human resource management with an understanding of the development and design of employment-related pay and reward systems and of the various theories and practices associated with the fixing and payment of wages, salaries and non-monetary employment benefits. The subject examines types of payment systems, differences in pay regimes between 'internal' and 'external' labour markets, theories of pay relativity and difference and bargaining processes and pay. It traces the history and recent transformation of award pay and tribunal regulation in Australia, including national wage minima, job and skill-based award rates and relativities, gender-specific pay and pay inequality, over-award pay and award restructuring. The subject also canvasses a range of current issues, options and trends relating to performance, productivity and merit pay, pay system design and reward management, with particular attention being paid to individual and collective incentive schemes, non-monetary rewards and enterprise-specific pay structures.

IROB5704
Workplace Organisation and Employment
Staff Contact: Mr D. Morgan
S1 L3 CP20
Prerequisite: IROB5701 or IROB5901 or equivalent

Theoretical aspects of workplace relations; workplace diversity and change; modes of management control and employee participation; work design and workplace flexibility; forms of employee resistance and variations in trust relations; occupational versus corporate commitment in different organisational settings; international comparisons of workplace relations; the role of the state in shaping workplace relations; workplace relations and organisational efficiency.

IROB5705
Training and Work Reorganisation
Staff Contact: Mr I. Hampson
S1 L3 CP20
Prerequisite: IROB5701 or IROB5901 or equivalent

Training reform and work reorganisation have become key issues in Australian industrial relations and national development policy. This subject canvasses current debates about work reorganisation and training reform, drawing on overseas experience where useful. It examines influential models of work organisation, like Japanese 'lean production' and Euro-Scandinavian 'human-centred production'. The ingredients of these new forms of work are highlighted, and their training requirements identified. Training is examined as a key ingredient of successful strategic human resource management, and national development. The attempts to reform Australia's training system are chartered.

IROB5706
Employment Policy and Practice
Staff Contact: School Office
S2 L3 CP20
Prerequisite: IROB5701 or IROB5901 or equivalent

Examination of the theory, law, award provisions, organisational policy and practice of at least two of the following: affirmative action and equal employment; workers' compensation; grievance procedures; labour and human resource policy.

IROB5711
Employment and Industrial Law
Staff Contact: School Office
S1 L3 CP20
Prerequisite: IROB5701 or equivalent

Nature and purposes of the legal system and industrial law, the law concerning the contract of employment. Trade union law. Industrial law powers of governments. The Commonwealth and New South Wales conciliation and arbitration systems. Awards. Penal sanctions for industrial law. Industrial torts. Topics and issues of importance in the employment and industrial law field.

IROB5712
Negotiations, Bargaining and Advocacy
Staff Contact: Ms S. Hammond
S2 L3 CP20
Prerequisite: IROB5701 or equivalent

This subject aims to give students studying industrial relations and/or human resource management practical skills in the areas of industrial and workplace negotiation, bargaining and advocacy. The subject examines the content, character and making of industrial awards and agreements, with special emphasis on industrial tribunal processes and negotiation and advocacy in relation to paid employment. Students also receive a practical grounding in the requirements of particular policies and regulations governing employment relations, including Enterprise Bargaining, Equal Opportunity and Affirmative Action, Occupational Health and Safety, and Termination of Employment. In addition, the subject provides appropriate theoretical perspectives on these and related employment issues.

IROB5713
Public Policy and Employment
Staff Contact: A/Prof B. Dabscheck
S2 L3 CP20
Prerequisite: IROB5701 or equivalent

The formulation and implementation of public policy impacting upon industrial relations and employment. Theories of the state; public policy models. Current policy issues and options. The interaction between tribunals, parties and public policy evaluation of policy process in Australian and comparative terms. Case studies.

IROB5714
Social Aspects of Work and Employment Relations
Staff Contact: Ms D. Fields
S2 L3 CP20
Prerequisite or Corequisite: IROB5701 or IROB5901 or IROB5906 or equivalent
Micro-sociological elements of discrimination in hiring and promotion at work; gender inequality, equal employment opportunity and affirmative action; types of manager and management control systems; organisational flexibility and productivity; relations between corporate level strategy and workplace practices skill formation and consequences of variations in skill development; the relationship between class and work relations; theoretical perspectives on trade unionism; the application of theory to understanding changes in unionism in industrial societies; late capitalism and the relevance of trade unionism.

IROB5715
Wages and Incomes Policy
Staff Contact: A/Prof B. Dabscheck
SS L3 CP20
Prerequisite: ECON5100
Relationships between movements in wage and salary income to desired economic objectives. Formulation and administration of wages and incomes policies and the role of trade unions, employers and government institutions. Overseas experience; implications for Australian practices, institutions and policies. Evolution of wage concepts and standards. Wage structure, relativities and differentials. Trade union pushfulness and product pricing decisions. Earnings draft. Principles or criteria for wage fixation, including capacity to pay, ‘needs’ elements, productivity gearing, minimum and social wage levels and manpower issues.

IROB5716
Industrial Relations Research Methodology
Staff Contact: School Office
SS L3 CP20
Prerequisite: IROB5702 or equivalent
Principles procedures, techniques and data sources used for research in industrial relations.

IROB5717
Industrial Relations Theory
Staff Contact: School Office
SS L3 CP20
Prerequisite: IROB5702
This subject covers major theoretical developments within academic industrial relations; theories of the labour movement, in particular the work of the Webbs, Lenin, Commons, Perlman and Hoxie; and developments within the tradition of grand theory, including Dunlop’s systems model, Kochan’s refinements, pluralism, marxism, corporatism and theories of regulation. Australian works are examined and analysed to relate discussion to the Australian scene.

IROB5720
Industrial Relations In Developing Countries In the Asia Pacific Region
Staff Contact: School Office
SS L3 CP20
Prerequisite: IROB5702 or equivalent
This subject explores the relationship between development and industrial relations in a number of developing countries, such as Malaysia, Indonesia, the Philippines and Papua New Guinea. Among other things, it focuses on pre-entry and post-entry workforce, socialization, the origins and struggles of labour movements, the quality of workforce compliance with government development strategies and employer demands. Comparisons are made with other countries - the region at different stages of development.

IROB5731
Special Topic In Australian Industrial Relations
Staff Contact: School Office
S1 L3 CP20
Prerequisite: IROB5702
A specifically assigned project, program or set of readings relating to Industrial Relations.

IROB5732
Special Topic in International and Comparative Industrial Relations
Staff Contact: School Office
S2 L3 CP20
Prerequisite: IROB5702 or Admission to MCom (Hons) degree
A specifically assigned project, program or set of readings relating to Industrial Relations.

IROB5733
Advanced Seminar In Industrial Relations
Staff Contact: School Office
S2 L3 CP20
Prerequisite: IROB5702 or Admission to MCom (Hons) degree
Selected advanced topics from the literature of Industrial Relations theory and application.

IROB5734
Advanced Seminar In International and Comparative Industrial Relations
Staff Contact: School Office
S2 L3 CP20
Prerequisite: IROB5702 or Admission to MCom (Hons) degree
Selected advanced topics from the literature of Industrial Relations theory and application.

IROB5737
Industrial Relations Research Seminar
Staff Contact: School Office
CP20

IROB5750
Project Report (Industrial Relations)
Staff Contact: School Office
CP40
Prerequisite: Approval from the Head of School

IROB5751
Thesis (Industrial Relations)
Staff Contact: School Office
CP120

IROB5900
Social and Organisational Analysis
Staff Contact: School Office
SS L3
Prerequisite: Nil
This subject examines the core concepts and theories underlying modern organisational practice, drawing principally from the discipline of sociology. Topics covered in-
clude the evolution and development of social and organisational theory, sociological paradigms and implications for organisational analysis, bureaucracy, organisational design and development, and current topics such as regulation and privatisation, participative democracy and the future of Australian manufacturing industry. A practical focus is maintained through the use of Australian case studies.

IROB5901
Organisational Behaviour
Staff Contact: Mr J. Holt
S1 or S2 L3 CP20
Prerequisite: Nil
Note/s: Excluded IROB5906, PSYC7100.

This subject seeks to explain human behaviour within organisations. It draws predominantly from the behavioural science disciplines of psychology and social psychology. Its foci are the individual, the group, and the behavioural processes involved in organisation integration, change and development. Topics covered include personality, attitudes and values, motivation and learning, interpersonal behaviour, group dynamics, leadership and teamwork, decision-making, power and control.

IROB5903
Organisational Change and Development
Staff Contact: Dr A. Bordow
S1 L3 CP20
Prerequisite: IROB5901 or IROB5701

The theory and practice of change in organisations with special attention to applied behavioural science methods for achieving sustained improvement in performance at the individual, group and system levels. Methods and topics examined include: diagnostic approaches, organisational culture and change, action research, organisational learning, strategic planning for change, organisational transitions, structural redesign, teambuilding and skills of change agent intervention.

IROB5904
Corporate, Management and Union Strategy
Staff Contact: School Office
S2 L3 CP20
Prerequisite: IROB5901 or equivalent

This subject deals with theories of strategy, strategic planning and implementation, and the concept and exercise of strategic choice. It is distinguished from conventional managerial approaches to strategic planning by its application to labour-management-relations and by its inclusion of trade union strategies. For both organised labour and for management, the management of strategy is a particular focus of the subject.

IROB5905
Action Research
Staff Contact: Dr A. Bordow
S2 L3 CP20
Prerequisite: IROB5901 or IROB5906 or equivalent

The foundations, purposes and strategies for doing research in organisational settings. Historical and epistemological background to the development of contemporary action research. Skills, methods and instrumentation. How action research is initiated, conducted and evaluated. Consulting and action research. Action research made from the inside. Action research for organisational change. Accountability and ethics for the action researcher. Towards an action research framework.

IROB5906
Human Resource Management in Context
Staff Contact: Dr L. Taksa
S1 L3 CP20
Prerequisite: Nil
Note/s: Excluded IROB5901

Theories of organisational behaviour and management will be examined in order to locate Human Resource Management in historical, conceptual and practical contexts. Changing factors that shape the organisation of work, worker and managerial responses and action will be considered with specific focus on their relationship to power, conflict, control, motivation, group interaction and culture. The role of Human Resource Management in the implementation of organisational change will be included.

IROB5907
Human Resource Management Processes
Staff Contact: Dr L. Taksa
S2 L3 CP20
Prerequisite: IROB5906 or IROB5701 or IROB5901 or equivalent

Theoretical foundations of Human Resource Management; power and authority of HRM function. Examination of policies and strategies developed by employers to organise and reward their employees. Values underlying such policies; controversies surrounding their development and implementation; the way in which organisational dynamics influence their operation. The interface between HRM policies and the regulatory, social and organisational contexts; the operation of HRM policies in different business sectors and countries.

IROB5908
Strategic Human Resource Management
Staff Contact: Dr L. Taksa
S2 L3 CP20
Prerequisite: IROB5907

This subject deals with the integration of human resource management and corporate strategy and examines the way employment policies can create alignment between the internal and external environments of the organisation. It specifically examines the formulation, selection and implementation of human resource strategies, and deals with issues such as performance appraisal, competency development, corporate acculturation and management of corporate and cultural change. In addition, it analyses and evaluates competing human resource management packages and the issue of cultural and national transferability of human resource policies.

IROB5911
New Technology and Employment Relations
Staff Contact: Dr J. Mathews
SS L3 CP20
Prerequisite or Corequisite: IROB5701 or IROB5901 or equivalent

The characteristics and diffusion of new technology. Ideologies associated with technological change. The role of the state in regulating the impact of new technology. Education and training for the information society. Managing
new technology in a variety of organisational settings. New technology in relation to work design, skills and the work environment. Stress and job satisfaction in relation to new technology. Emerging forms of work organisation and authority associated with flexible specialisation and the paperless office. Union strategy and effectiveness in regulating technological change. New technology as a critical factor shaping a new type of society.

IROB5912
International Dimensions of Organisational Behaviour
Staff Contact: Mr J. Holt
S2 L3 CP20
Prerequisite: IROB5901 or equivalent

This subject provides a comparative focus to the study of organisations in global context by exploring how organisation, management and employment systems differ across cultural frameworks. The effects of culture on the structure of national organisational systems, corporate transnational systems, and international HRM are also examined. Other topics include the transferability of management systems, and international HRM, and the ‘convergence versus divergence’ thesis. Where possible, case studies contrasting Asian with Australian perspectives are used.

IROB5913
Organisational Power and Politics
Staff Contact: Dr A. Bordow
S1 L3
Prerequisite: IROB5901 or equivalent

Understanding power and political strategies, structures, organisational relationships and action in public and private sector organisations. Specific focus will include political models of organisations, sources of organisational power and conflict, control over decision-making and discretion of tactics, symbols, language and the mobilization and perpetration of power. Ethics, rights and representation of individual interests and values will be explored.

IROB5914
Organisational Communications
Staff Contact: Dr A. Bordow
S1 L3 CP20
Prerequisite: IROB5901 or equivalent

Review of contemporary scholarship and assessment of the current status of the field; critical appraisal of the functionalist and interpretivist schools of thought; development of new methodologies for researching and consulting; analysis of a communication problem in an existing organisation; bringing about change. All students will carry out a field investigation and use new communications technology as part of their course work.

IROB5915
Human Potentialities
Staff Contact: Dr A. Donovan
S2 L3 CP20
Prerequisite or Corequisite: IROB5901 or equivalent

This subject follows an empirical and experiential approach to the study of human potentialities. Issues explored include: human dominance and destructiveness; the dynamics of awareness; intentionality and holonomy; skilled performance; human creativity; the individuation process; methods of realizing potential, perennial and modern.

IROB5918
Organisational Dynamics
Staff Contact: Dr A. Donovan
S2 L3 CP20
Prerequisite: IROB5901
Note/s: This subject may not be offered each year.

This subject explores the new understanding of organisational dynamics coming from the converging paths of cognitive science, psycho-dynamic theory and the sociological critique of technocratic rationality. Topics examined include: organisations as flux and transformation; organisations as the enactment of psychic defences; open systems theory and beyond; the demise of linear rationality and the rise of chaos and complexity; modernity, post-modernity and human organisation; managerial action in a new cultural milieu.

IROB5920
Men and Women in Organisations
Staff Contact: Dr L. Taksu
S2 L3 CP20
Prerequisite: Nil

This subject presents a multi-disciplinary overview of the issues and problems pertaining to gender relations in organisations. It evaluates a range of concepts and methods necessary for understanding the processes and structures responsible for the current position of men and women as employees and managers in both the public and private sectors. Topics covered from the perspective of gender relations include: labour market segmentation, industrial relations theory and practice, the role of the state, organisational power and politics, Equal Employment Opportunities and the functioning of the merit principle and the use of post-modernist theory for understanding the operation of human resource management and organisational culture.

IROB5921
Management in Cross-Cultural Contexts
Staff Contact: School Office
SS L3 CP20
Prerequisite: Nil

This subject examines how the dynamics of culture impact on the process of managing organisations in culturally diverse settings. Topics include: conceptual and methodological issues related to the study of culture; the psychological and sociological basis of cultural variation; the role of culture in shaping work-related cognitions; the problems and implications of cultural variation for the functions of cross-cultural management such as inter-cultural communication; cross-cultural leadership; cross-cultural negotiation; and cross-cultural awareness. Other issues such as transferability and the convergence and divergence thesis are also addressed.

IROB5931
Special Topic in Organisational Behaviour
Staff Contact: School Office
SS L3 CP20
Prerequisite: Approval from the Head of School

This subject is available only to final-year students specialising in organisational behaviour, who have a distinguished record and who wish to carry out specific investigation or
This subject examines the implications of culture on the process of managing the human resources in multinational or global corporations. Topics include: The HRM function in cultural perspective; the problematics and implications of culture on personnel selection and repatriation for overseas assignments; issues relating to the varied training and development needs of expatriate and national staff, international labour relations; motivating and leading human resources in international context. The subject also deals with the current issues relating to performance management of the global organisation.

IROB5950
Project Report (Organisational Behaviour)
Staff Contact: School Office
CP40
Prerequisite: Approval from the Head of School

IROB5951
Thesis (Organisational Behaviour)
Staff Contact: School Office
C120

IROB5952
Project Report (Human Resource Management)
Staff Contact: School Office
CP40 Prerequisite: Approval from the Head of School
Information Systems

INFSS848
Information Systems Project Management
Staff Contact: School Office
S2 L3 CP20
Prerequisite: INFSS848
An introduction to the central concepts and issues of project management and the practical benefits of project planning and management together with resource management. Practical sessions in project planning and the use of a computer based management tool. Additional topics include customer focus, lifecycle customization, work packages, progress monitoring, risk evaluation, quality management, vision and change control, people skills, and training.

INFSS905
Information Systems Auditing
Staff Contact: School Office
S2 L3 CP20
Prerequisites: INFSS988
Management of information systems audit and the evaluation of IT management. Analysis and review of internal controls in contemporary computer installations and applications. Use of basic and advanced information systems audit techniques and methodologies, including audit software, integrated test facility, and concurrent auditing techniques. Technology audit reviews of the audit requirements for such technologies as LANs, EDI, and expert systems. Legal and professional requirements, and computer abuse/fraud auditing. Review of future IS audit techniques, methodologies, research and social implications.

INFSS925
Object-oriented Information Systems
Staff Contact: School Office
S2 L3 CP20
Prerequisites: INFSS989 and INFSS992
Systems development methodologies based on the object-oriented approach. Techniques of analysis and design (concepts and notation). Information systems implementation using at least one specific object-oriented language; and including concepts of objects, classes, abstract data types, inheritance, polymorphism, dynamic binding and software reusability.

INFSS926
Advanced Data Management
Staff Contact: School Office
S1 L3 CP20
Prerequisites: INFSS989 and INFSS992
The principle and practice of data administration in a large organisation. Design, redesign and tuning of database.

Distributed databases and database management systems. Reliability, security and integrity of the database.

INFSS927
Knowledge Based Information Systems
Staff Contact: School Office
S2 L3 CP20
Prerequisite: INFSS957
Knowledge acquisition and representation methods, including knowledge engineering as applied to knowledge-based systems. Inferential mechanisms, artificial intelligence hardware (KBS) and software applicable to knowledge-based information systems. Evaluation, with project work, of (KBS) tools and techniques in specified problem domains.

INFSS928
Software Engineering Management
Staff Contact: School Office
S1 L3 CP20
Prerequisite: INFSS988
Software engineering management and measurement of complex systems, software development maturity, project planning and management, estimation models and techniques, project scheduling, software quality, reliability, assurance, software productivity models.

INFSS929
Advanced Software Engineering
Staff Contact: School Office
S1 L3 CP20
Prerequisites: INFSS928 and INFSS992
Note/s: Not offered in 1996.
Advanced construction of software systems, configuration management, object technologies and emerging trends in software engineering management.

INFSS953
Information Systems Management
Staff Contact: School Office
S2 L3 CP20
Prerequisites: INFSS988 and INFSS992
This subject aims to assist students to develop their knowledge and understanding of important issues involved in the management of information systems in organisations and their ability to critically analyse these issues. Management of information systems will be considered at strategic, tactical and operational levels. Particular emphasis will be given to the management of enterprise-wide and inter-organisational systems and planning for their strategic use. Students without knowledge of and experience in management or the use of IS in organisations may wish to take the subject INFSS4848/INFSS5848 before this subject.

INFSS957
Information and Decision Technology
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
The role of information and models in managerial decision making and prediction. The role of information systems in decision making. Assessing the value of information systems and the contribution of information in decision making under uncertainty. The role of information in managerial
prediction and forecasting. The development of computer based models to support tactical management.

INFS5982
Advanced Data Communications
Staff Contact: School Office
S2 L3 CP20
Prerequisite: INFS5983
Notes: Not offered in 1996.
Client server and local area network architectures, network specification, design and management. Wide area networks, packet switch and frame relay systems. Specification of corporate network strategies.

INFS5983
Business Data Communications
Staff Contact: School Office
S2 L3 CP20
Prerequisite: INFS5988
Data communication networks, interfaces between networks and computers, data communications software, standard communication protocols, network architectures, distributed databases, design of information systems which include data communications.

INFS5984
Information Systems Security
Staff Contact: School Office
S1 L3 CP20
Prerequisites: INFS5983 and INFS5992
A review of concepts, theory, methodologies and techniques discussed in IS security literature and current practice. Information systems security management, risk analysis and management, physical and logical security, database and telecommunications security, continuity planning, computer abuse, as well as legal and social issues are examined. Students will undertake case studies using the University's computing facilities and laboratories to provide them with a better understanding of computerised security techniques used in practice.

INFS5986
Research Topics in Information Systems 1
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Approval from the Head of School
The development of science. Alternative social science research methodologies - case study, normative, laboratory, field studies and field tests. The research process. Judgement in research. Statistical analysis of research data and interpretation of results. Writing the research report.

INFS5987
Research Topics in Information Systems 2
Staff Contact: School Office
S2 L3 CP20
Prerequisite: Approval from the Head of School
A detailed study of current information systems research in the fields of decision support systems, information systems administration and distributed systems.

INFS5988
Business Information Systems
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
This subject aims to provide an introduction to the use and management of information systems in business. This subject will assist students to develop their knowledge and understanding of the role of information systems in business organisations, and components and disciplines which comprise information systems. This subject will also assist students to develop their capabilities to critically apply the disciplines of information systems and to use application software in support of typical managerial tasks. Application software will include word processing, spreadsheets and personal databases.

INFS5989
Information Systems Design
Staff Contact: School Office
S2 L3 CP20
Prerequisite: INFS5988
An understanding of the role and expectations of a systems analyst in the context of the organisational environment, exploring and using the tools and techniques available to the systems designer, expanding and building on the framework of analysis and design acquired from the other subjects and student experiences.

INFS5991
Decision Support Systems
Staff Contact: School Office
S1 L3 CP20
Prerequisite: INFS5988
Information used for decision making and the application of information technology to assist or support the decision making process. Topics include decision making models, the impact of different management styles, the use of decision tools and the development of decision support systems including issues of model management and interface design. Practical examples of decision support systems are examined as are executive information systems and computer mediated communications within an organisation.

INFS5992
Data Management
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
A review of data management principles including both simple and complex file designs, and the concept of database management systems. Alternative database management system architectures, including network hierarchical and relational approaches. Database query systems, including relational algebra. Case studies and assignments embodying these principles.

INFS5993
Special Topic in Information Systems
Staff Contact: School Office
S1 or S2 L3 CP20
Prerequisite: Approval from the Head of School
A specially assigned project, program or set of readings relating to information systems research.
JAPN5102
Business Japanese C
Staff Contact: Ms S. Schaefer
S1 L3 CP20
Prerequisite: JAPN5101
Aims to equip students with early-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas.

JAPN5103
Business Japanese D
Staff Contact: Ms S. Schaefer
S2 L3 CP20
Prerequisite: JAPN5102
Continues from JAPN5102 and aims to equip students with high-intermediate level proficiency in Japanese language and communication within the context of the business environment. Teaches both written and spoken language as well as skills in para-linguistic areas with an emphasis on the politeness sector.

JAPN5210
Japanese Professional Communication 1A
Staff Contact: Ms H. Masumi-So
S1 L3 CP20
Prerequisite: Approved 3 year degree in Japanese
Corequisite: JAPN5211
Provides students with opportunities to develop late-intermediate interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as video camera and VCR will be used extensively. Class work includes the study of various levels of formality. Students are introduced to a series of genuine Australia-Japan contact situations where they exercise their acquired skills.

JAPN5211
Japanese Professional Communication 1B
Staff Contact: Ms H. Masumi-So
S1 L3 CP20
Prerequisite: Approved 3 year degree in Japanese
Corequisite: JAPN5210
Provides students with opportunities to develop late-intermediate interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for practical applications. One major project will be required in the student's area of interest.
JAPN5212
Japanese Professional Communication 1C
Staff Contact: Ms H. Masumi-So
S2 L3 CP20
Prerequisite: JAPN5211
Corequisite: JAPN5213
Provides students with opportunities to develop early-advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television and radio broadcasting from Japan, video camera and VCR will be used extensively. Class work includes public speaking and intensive aural comprehension of news items. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

JAPN5213
Japanese Professional Communication 1D
Staff Contact: Ms H. Masumi-So
S2 L3 CP20
Prerequisite: JAPN5211
Corequisite: JAPN5212
Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of publications in the fields of business, technical and social sciences and writing of a project report. One major project will be required in the student's area of interest.

JAPN5220
Japanese Professional Communication 2A
Staff Contact: Ms S. Iida
S1 L3 CP20
Prerequisite: JAPN5213
Corequisite: JAPN5221
Provides students with opportunities to develop advanced interactive skills in listening and speaking that are required in Australia-Japan contact situations. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with native Japanese speakers from the local Japanese community and/or from Japan. Guided/autonomous learning in the fully-computerised Language Resource Centre is encouraged both within and outside contact hours.

JAPN5221
Japanese Professional Communication 2B
Staff Contact: Ms S. Iida
S1 L3 CP20
Prerequisite: JAPN5213
Corequisite: JAPN5220
Provides students with opportunities to develop advanced interactive skills in reading and writing that are required in Australia-Japan contact situations. Class work includes reading of authentic materials in the fields of business, technical and social sciences and writing of documents for professional applications. One major project will be required in the student's area of interest.

JAPN5222
Japanese Professional Communication 2C
Staff Contact: Ms S. Iida
S2 L3 CP20
Prerequisite: JAPN5221
Corequisite: JAPN5223
Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive listening to authentic materials and public speaking practice through the use of a variety of methods such as video-shooting and replay, visitor's sessions, and visit sessions. Students are introduced to common rules of and strategies for Australia-Japan contact situations. Individualised learning in the fully-computerised Language Resource Centre is encouraged.

JAPN5223
Japanese Professional Communication 2D
Staff Contact: Ms S. Iida
S2 L3 CP20
Prerequisite: JAPN5221
Corequisite: JAPN5222
Aims to further consolidate the learner's interactive skills in real contact situations with native speakers of Japanese. Class work includes extensive and intensive reading of authentic materials and writing of documents for formal business situations. Students are introduced to common rules of and strategies for Australia-Japan contact situations. One major project will be required in the student's area of interest.

JAPN5230
Japanese Professional Communication 3A
Staff Contact: Ms Y. Hashimoto
S1 L3 CP20
Prerequisite: JAPN5223
Corequisite: JAPN5231
Designed to develop near-native interactive competence in speaking and listening in professional and business settings. Audio-visual equipment such as satellite television broadcasting from Japan, video camera and VCR will be used extensively. Class work includes interaction with selected native Japanese speakers from the local Japanese community and/or from Japan. Learners are encouraged to acquire skills in monitoring their own performance in contact situations.

JAPN5231
Japanese Professional Communication 3B
Staff Contact: Ms Y. Hashimoto
S1 L3 CP20
Prerequisite: JAPN5223
Corequisite: JAPN5230
Designed to develop near-native interactive competence in reading and writing in professional and business settings. Learners are expected to develop skimming and scanning skills through extensive and intensive readings of authentic materials. They are also expected to acquire writing skills for wide-ranging professional and social situations. One major project will be required in the student's area of interest.
JAPN5232

Japanese Professional Communication 3C
Staff Contact: Ms Y. Hashimoto
S2 L3 CP20
Prerequisite: JAPN5231
Corequisite: JAPN5232

Designed to develop near-native interactive skills in speaking and listening in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction.

JAPN5233

Japanese Professional Communication 3D
Staff Contact: Ms Y. Hashimoto
S2 L3 CP20
Prerequisite: JAPN5231
Corequisite: JAPN5233

Designed to develop near-native interactive skills in reading and writing in any given situation. Each learner's competencies are assessed at the commencement of the course to provide individually tailored instruction. One major project will be required in the student's area of interest.

JAPN5300

Special Topics in Japanese Business Studies
Staff Contact: A/Prof W. Purcell
S1 or S2 L3 CP20
Prerequisites: Approval from the Head of School

A specially assigned project, program or set of readings relating to contemporary issues in Japanese Business Studies. Entry is only with permission of Head of Unit for students who wish to carry out a specific investigation or project.

JAPN5310

Advanced Japanese Studies Seminar
Staff Contact: A/Prof W. Purcell
S1 or S2 L3 CP20
Prerequisites: JAPN5212 or higher and approval from the Head of School

Provides students with opportunities to read and discuss a selected topic or topics in the Japanese language. The topic(s) will be chosen from a wide range of subjects in the field of Japanese Studies. Aims to help develop skills required to attain near-native fluency in educated Japanese.

JAPN5320

Hospitality Japanese
Staff Contact: Ms F. Osho
S2 L3 CP20
Prerequisite: JAPN5102

Note/s: Excluded: JAPN5210 or higher Japanese language units.

Aims to develop interactive competence in spoken Japanese for the hospitality industry, particularly in professional situations relating to tourism and leisure. Includes finance and banking, hotel, advertising, restaurant and other work situations. Emphasises comparative cultural aspects, covering honorifics and etiquette as well as non-linguistic aspects of interaction between hospitality personnel and tourists.

JAPN5999

Project Report
Staff Contact: School Office
CP40
Prerequisite: Approval from the Head of School

Marketing

MARK5811

Japanese Society and Culture A
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
Note/s: Excluded: MARK5801.

Japanese society and culture, specifically the areas relating to economic life and business behaviour. Moral and philosophical assumptions, the 'Family System' and socialization patterns, the education system and other social and cultural features. Examination of such concepts as 'Groupism', 'The Vertical Society' and 'Oyabun-kobun'.

MARK5812

Japanese Society and Culture B
Staff Contact: School Office
S2 L3 CP20
Prerequisite: MARK5811
Note/s: Excluded: MARK5802.

More detailed treatment of the issues introduced in MARK5801 Intercultural influence and Japanese nationalism, the adoption of European and American systems and practices in the modern period, and recent economic and political problems.

MARK5901

Issues in Consumer Analysis
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911

More detailed treatment of material covered in MARK5911. Greater stresses laid on the environment of decision making. This covers historical antecedents to consumer behaviour and their impact on the culture of consumption concepts of environmental and their influence on individual decision making, the social psychology of consumption, the ecology of learning and perception, the role of emotion in choice and the ways in which these considerations impact on marketing strategy, eg product formulations, mass communication.

MARK5902

Elements of Marketing
Staff Contact: School Office
S1 L3 CP20 Prerequisite or corequisite: one core unit

The course is a blend of theory and practical application. The central theme running throughout the teaching program is that marketing is not a fragmented assortment of actions and functions taking place among disconnected institutions operating in isolation. Rather it is a total system of business action. The task of managing a marketing operation involves strategic and tactical decision making. It also demands an understanding of the structure of the
marketing system, the various institutions that make up that system, and the role of each institution within the system.

MARK5903
International Marketing
Staff Contact: School Office
S1 L3 CP20
Prerequisites: MARK5902 and MARK5911
Character and dimension of the political, economic, modernization (including administrative) and social aspects affecting international marketing; the dynamic relationship between the environmental aspects and international domestic marketing. Operational aspects of international marketing; nature of competition marketing structure and channels, trade barriers, etc., as well as international, regional, sub-regional economic groupings with emphasis on marketing in Asia, particularly Japan.

MARK5904
Marketing Communication
Staff Contact: School Office
S1 L3 CP20
Prerequisites: MARK5902 and MARK5911
Note/s: Excluded HOSP5906
This subject introduces students to communication management. It takes an integrated approach to developing strategies. The focus of the course is the management of communication with customers, public bodies and community interest groups. Topics will include: communication theory and strategic planning in relation to product/brand information; sales promotion and interpersonal communication. Specific attention is given to media and message planning, costing, evaluation, direct communication, planning and public relations management.

MARK5905
Marketing Strategy
Staff Contact: School Office
S1 L3 C20
Prerequisites: MARK5902 and MARK5911 and approval from the Head of School
Plays an integrating role, enabling students to consider the implication of the specialised courses for the problem of formulating marketing strategy.

MARK5906
Retailing
Staff Contact: School Office
S1 L3 CP20
Prerequisites: MARK5902 and MARK5911
This subject is designed to acquaint students with retail marketing and management principles and to give an understanding of the functions, problems and practices of retail management. A conceptual model of retailing will be presented at different levels of the model studies, form a strategic marketing viewpoint. The subject also aims to increase students' understanding of the key role of merchandise management in the successful operation of a retail organisation. Throughout the course there is an emphasis on the case method and experiential learning. Site visits and guest lecturers from the industry will be involved. A major component of the course is the completion of a strategic plan for a retail business concept.

MARK5907
Contemporary Marketing Issues
Staff Contact: School Office
S1 L3 CP20
Prerequisites: One core unit
Note/s: Enrolment in this subject is restricted to 60 students.
Varies from year to year, but subject matter is drawn from such topics as consumerism, ethics in marketing, the role of marketing systems in economic development, power and conflict in marketing channel systems and resale price maintenance.

MARK5910
Marketing Distribution and Logistics
Staff Contact: School Office
S1 L3 CP20
Prerequisites: MARK5902 and MARK5911
This subject introduces concepts and issues relating to the internal/external distribution of products and information. Particular attention is given to the development of distribution strategies within the overall marketing plan. Key factors addressed are logistics, channel selection, location choices and communication networks. Use of case history material is a feature of the subject.

MARK5911
Consumer Analysis
Staff Contact: School Office
S1 L3 CP20
Prerequisites: One core unit
Major concepts and theories from the social and behavioural sciences provide a background to the study of why people buy. Behavioural topics include perception, attitude and decision-making processes, and the psychology of purchases. Social science topics include values and lifestyles, mass communication and advertising, and buyer-seller relationships.

MARK5913
Marketing Management CP20 Prerequisites: MARK5902 and MARK5911
MARK5914
Marketing Research
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5928
Practical introduction to marketing research. Tools and techniques of research and their use in the project approach to information gathering. Problem definition and research design, questionnaire design, sampling, interviewing, interpretation and reporting. Quantitative techniques of data analysis and significance testing.

MARK5915
Marketing Models
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911
This is an advanced course covering: modelling marketing phenomena; mathematical forms and calibration; consumer behaviour models; evaluation, preference, choice models; product design and development models; sales models for new products; diffusion and trial/repeat models; marketing mix decisions; pricing; advertising, distribution,
salesforce models; decision support systems; and spreadsheets and their practical use for developing complex models.

MARK5916
New Product Development
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911
This is an advanced course covering issues involved in developing and bringing to market new products and services; opportunity identification, idea generation, segmentation; design, consumer measurement, perceptual mapping, forecasting; market testing; and implementation, launch and post-launch monitoring.

MARK5917
Marketing in Asia
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911
Note/s: Not offered 1996.
This subject examines conceptual and descriptive aspects of the management of the marketing process in Asia and the challenges of operating in such a diverse geographic area. Attention is given to issues such as the external environment of firm, product development, promotional activities, business-to-business negotiations and traditional business philosophy. Guest lecturers and case studies highlight key points.

MARK5918
Japanese Business A
Staff Contact: School Office
S1 L3 CP20
Prerequisite: Nil
Note/s: Excluded: MARK5908.
Multi-sided introduction to Japan, explaining the major features of the country's business system and business behaviours in economic, sociological, cultural and historical terms, including government-business relations, money and banking, management and labour, marketing and distribution and oligopolistic trading companies.

MARK5919
Japanese Business B
Staff Contact: School Office
S2 L3 CP20
Prerequisite: MARK5918
Note/s: Excluded: MARK5909.
Japanese business and business activities today, both domestic and international. Emergence of Zaibatsu industrial/banking conglomerates and the multinational trade/development companies, interactions amongst government and consumers, foreign companies in Japan, growth of Japanese-Western business interactions and negotiations.

MARK5922
Organisational Marketing
Staff Contact: School Office
S2 L3 CP20
Prerequisite: MARK5902 and MARK5914
Specific elements of marketing knowledge and planning as they relate to the public and industrial markets are presented. These include assessing market opportunities, examining the business environment and managing the functional aspects of marketing in an organisational setting. Specific attention is paid to the exchange relationships required in these markets.

MARK5928
Quantitative Analysis in Marketing
Staff Contact: School Office
S1 and S2 L3 CP20
Prerequisite: ECON5203 or equivalent
Note/s: Students enrolling in this subject should be aware that it is not a first course in Quantitative Analysis. It assumes a reasonable understanding of quantitative techniques. Students who lack a working knowledge of Quantitative Analysis would be wise to prepare themselves before undertaking this unit.
Students should also have access to a personal computer (either IBM, IBM compatible or Macintosh). Familiarity with computer operation is assumed in this subject.
Mathematics as a language for model building; networks and trees; dynamic programming and resource allocation; decision analysis; linear and nonlinear optimization models; simulation; use of micro computers in marketing decision making.

MARK5929
Corporate and Marketing Planning and Policy
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911
Examines the evolution of marketing systems and relation of the organisation to the social and economic environment. Key topics include growth options; developing competitive strategies and managing change. Central to the subject case analyses of marketing planning and policy, including environmental appraisal, organisational response, product policy, pricing, distribution, promotion and issues relating to consumerism and the development of legislation. Examples are drawn from the public and the private sectors.

MARK5930
Managerial Elements of Marketing
Staff Contact: School Office
S2 L3 CP20
Prerequisites: MARK5902 and MARK5911
Managerial elements of marketing is a unit that brings together a number of managerial components. While three dominant themes are usually present; sales planning and business-to-business negotiation, and legal aspects of marketing, other topics may be included, or may even replace one of the dominant themes completely to take advantage of the skills of visiting scholars. Students contemplating undertaking this subject should note that it includes a one-day negotiation workshop run on a weekend and is mandatory part of the course.

MARK5991
Special Topic In Marketing
Staff Contact: School Office
S2 L3 CP20
Prerequisites: Approval from the Head of School
MARK8926
Seminar in Marketing Theory
Staff Contact: School Office
SS L3 CP20
Prerequisites: Approval from the Head of School
The nature and development of scientific theories. The evaluation of marketing theory is traced with critical analysis of essential marketing frameworks.

MARK8927
Methods of Marketing Research
Staff Contact: School Office
SS L3 CP20
Prerequisites: Approval from the Head of School
Treatment in depth of topics briefly covered in MARK5914 Marketing Research: research design, psychometric attributes of measuring instruments, univariate and multivariate analysis. Investigation in the form of a project as an exercise in the application of methods studied in the seminar.

MARK8994
Thesis
Staff Contact: School Office
CP120

MARK8998
Research Seminar
Staff Contact: School Office
F S4 CP20
Prerequisite: MARK8994

MARK8999
Project Report
Staff Contact: School Office
F S4 CP40
Prerequisites: Approval from the Head of School
Conditions for the Award of Degrees

First Degrees

Rules, regulations and conditions for the award of first degrees are set out in the appropriate Faculty Handbooks.
For the full list of undergraduate courses and degrees offered see Table of Courses by Faculty (Undergraduate Study) in the Calendar.
The following is the list of higher degrees, graduate diplomas and graduate certificates of the University, together with the publication in which the conditions for the award appear.

Higher Degrees

For details of graduate degrees by research and course work, arranged in faculty order, see UNSW Courses (by Faculty) in the Calendar.

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**Graduate Diplomas**

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**Graduate Certificates**

- GradCertArts: Arts and Social Sciences
- GradCertHealthAdmin: Professional Studies
- GradCertEd: Professional Studies
- GradCertMus: Arts and Social Sciences

*Faculty of Science
†Faculty of Biological and Behavioural Sciences
Doctor of Philosophy (PhD)

1. The degree of Doctor of Philosophy may be awarded by the Council on the recommendation of the Higher Degree Committee of the appropriate faculty or board (hereinafter referred to as the Committee) to a candidate who has made an original and significant contribution to knowledge.

Qualifications

2. (1) 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 Committee.

(2) 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.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment as a candidate for the degree.

Enrolment

3. (1) An application to enrol as a candidate for the degree shall be lodged with the Registrar at least one month prior to the date at which enrolment is to begin.

(2) In every case before making the offer of a place the Committee shall be satisfied that initial agreement has been reached between the School* and the applicant on the topic area, supervision arrangements, provision of adequate facilities and any coursework to be prescribed and that these are in accordance with the provisions of the guidelines for promoting postgraduate study within the University.

(3) The candidate shall be enrolled either as a full-time or a part-time student.

(4) A full-time candidate will present the thesis for examination no earlier than three years and no later than five years from the date of enrolment and a part-time candidate will present the thesis for examination no earlier than four years and no later than six years from the date of enrolment, except with the approval of the Committee.

(5) The candidate may undertake the research as an internal student i.e. at a campus, teaching hospital, or other research facility with which the University is associated, or as an external student not in attendance at the University except for periods as may be prescribed by the Committee.

(6) An internal candidate will normally carry out the research on a campus or at a teaching or research facility of the University except that the Committee may permit a candidate to spend a period in the field, within another institution or elsewhere away from the University provided that the work can be supervised in a manner satisfactory to the Committee. In such instances the Committee shall be satisfied that the location and period of time away from the University are necessary to the research program.

(7) The research shall be supervised by a supervisor and where possible a co-supervisor who are members of the academic staff of the School or under other appropriate supervision arrangements approved by the Committee. Normally an external candidate within another organisation or institution will have a co-supervisor at that institution.

Progression

4. The progress of the candidate shall be considered by the Committee following report from the School in accordance with the procedures established within the School and previously noted by the Committee.

(i) The research proposal will be reviewed as soon as feasible after enrolment. For a full-time student this will normally be during the first year of study, or immediately following a period of prescribed coursework. This review will focus on the viability of the research proposal.

*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.
(ii) Progress in the course will be reviewed within twelve months of the first review. As a result of either review the Committee may cancel enrolment or take such other action as it considers appropriate. Thereafter, the progress of the candidate will be reviewed annually.

Thesis

5. (1) On completing the program of study a candidate shall submit a thesis embodying the results of the investigation.

(2) The candidate shall give in writing to the Registrar two months notice of intention to submit the thesis.

(3) The thesis shall comply with the following requirements:

(a) it must be an original and significant contribution to knowledge of the subject;

(b) the greater proportion of the work described must have been completed subsequent to enrolment for the degree;

(c) it must be written in English except that a candidate in the Faculty of Arts and Social Sciences may be required by the Committee to write a thesis in an appropriate foreign language;

(d) it must reach a satisfactory standard of expression and presentation;

(e) it must consist of an account of the candidate’s own research but in special cases work done conjointly with other persons may be accepted provided the Committee is satisfied about the extent of the candidate’s part in the joint research.

(4) The candidate may not submit as the main content of the thesis any work or material which has previously been submitted for a university degree or other similar award but may submit any work previously published whether or not such work is related to the thesis.

(5) Four copies of the thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of theses for higher degrees.

(6) It shall be understood that the University retains the four copies of the thesis submitted for examination and is free to allow the thesis to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968, the University may issue the thesis in whole or in part, in photostat or microfilm or other copying medium.

Examination

(1) There shall be no fewer than three examiners of the thesis, appointed by the Committee, at least two of whom shall be external to the University.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that one of the following:

(a) The thesis merits the award of the degree.

(b) The thesis merits the award of the degree subject to minor corrections as listed being made to the satisfaction of the head of school.

(c) The thesis requires further work on matters detailed in my report. Should performance in this further work be to the satisfaction of the higher degree Committee, the thesis would merit the award of the degree.

(d) The thesis does not merit the award of the degree in its present form and further work as described in my report is required. The revised thesis should be subject to re-examination.

(e) The thesis does not merit the award of the degree and does not demonstrate that resubmission would be likely to achieve that merit.

(3) If the performance at the further work recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.

(4) The Committee shall, after consideration of the examiners’ reports and the results of any further work, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate be permitted to resubmit the thesis after a further period of study and/or research.

Fees

7. A candidate shall pay such fees as may be determined from time to time by the Council.
Master of Commerce (Honours) (MCom(Hons))

1. The degree of Master of Commerce (Honours) may be awarded by the Council on the recommendation of the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee) to a candidate who has satisfactorily completed a program of advanced study.

Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee.

(2) 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.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least two calendar months before the commencement of the session in which enrolment is to begin.

(2) In every case, before permitting a candidate to enrol, the head of the school* in which the candidate intends to enrol shall be satisfied that adequate supervision and facilities are available.

(3) An approved candidate shall be enrolled in one of the following categories:

(a) full-time attendance at the University;

(b) part-time attendance at the University;

(c) external - not in regular attendance at the University and using research facilities external to the University. Before permitting a candidate to enrol externally, the head of the school in which the candidate intends to enrol shall be satisfied that the candidate can be adequately supervised on an external basis. Formal subjects may not be taken externally.

(4) A candidate shall undertake such formal subjects and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed, and shall demonstrate ability to undertake research by the submission of a thesis embodying the results of an original investigation on a topic approved by the Committee.

(5) A candidate shall maintain an average of credit or better in the formal subjects prescribed for the degree. A full-time candidate shall undertake not more than four subjects in any session. A part-time candidate shall undertake not more than two subjects in any session.

(6) A candidate may also be required to undergo such assessment and perform such other work as may be prescribed by the Committee.

(7) The work on the topic shall be carried out under the direction of a supervisor appointed by the Committee from the full-time academic members of the University staff.

(8) The progress of a candidate shall be reviewed annually by the Committee following a report by the candidate, the supervisor and the head of the school in which the candidate is enrolled and as a result of such review the Committee may cancel enrolment or take such other action as it considers appropriate.

(9) No candidate shall be awarded the degree until the lapse of four academic sessions from the date of enrolment in the case of a full-time candidate or six academic sessions in the case of a part-time or external candidate. In the case of a candidate who has been awarded the degree of Bachelor with Honours or a qualification considered equivalent or who has had previous research experience the Committee may approve remission of up to two sessions for a full-time candidate and three sessions for a part-time or external candidate.

*School is used here and elsewhere in these conditions to mean any teaching unit authorized to enrol research students and includes a department where that department is not within a school, a centre given approval by the Academic Board to enrol students, and an interdisciplinary unit within a faculty and under control of the Dean of the Faculty. Enrolment is permitted in more than one such teaching unit.
(10) A thesis shall be submitted not later than five sessions after the completion of the prescribed formal subjects. In special cases an extension of this time may be granted by the Committee.

Thesis

4. (1) On completing the program of study a candidate shall submit a thesis embodying the results of the investigation.

(2) The candidate shall give in writing to the Registrar two months notice of intention to submit the thesis.

(3) The thesis shall present an account of the candidate's own research. In special cases work done conjointly with other persons may be accepted, provided the Committee is satisfied about the extent of the candidate's part in the joint research.

(4) The candidate may also submit any work previously published whether or not such work is related to the thesis.

(5) Three copies of the thesis shall be presented in a form which complies with the requirements of the University for the preparation and submission of project reports and theses for higher degrees.

(6) It shall be understood that the University retains the three copies of the thesis submitted for examination and is free to allow it to be consulted or borrowed. Subject to the provisions of the Copyright Act, 1968 the University may issue the project report or thesis in whole or in part, in photostat or microfilm or other copying medium.

Examination of Thesis

5. (1) There shall be not fewer than two examiners of the thesis, appointed by the Committee, at least one of whom shall be external to the University unless the Committee is satisfied that this is not practicable.

(2) At the conclusion of the examination each examiner shall submit to the Committee a concise report on the thesis and shall recommend to the Committee that:

(a) the thesis be noted as satisfactory

(b) the thesis be noted as satisfactory subject to minor corrections as listed being made to the satisfaction of the head of the school

(c) the thesis requires further work on matters detailed in the report. Should performance in this further work be to the satisfaction of the Higher Degree Committee, the thesis would be noted as satisfactory; or

(d) the candidate be noted as unsatisfactory but that the candidate be permitted to resubmit the thesis in a revised form after a further period of study and/or research; or

(e) the thesis be noted as unsatisfactory and that the candidate be not permitted to resubmit the thesis.

(3) If the performance at the further examination recommended under (2)(c) above is not to the satisfaction of the Committee, the Committee may permit the candidate to re-present the same thesis and submit to further examination as determined by the Committee within a period specified by it but not exceeding eighteen months.

(4) The Committee shall, after consideration of the examiners, reports and the results of any further examination or prescribed course of study, recommend whether or not the candidate may be awarded the degree. If it is decided that the candidate be not awarded the degree the Committee shall determine whether or not the candidate may resubmit the thesis after a further period of study and/or research.

Fees

6. A candidate shall pay such fees as may be determined from time to time by the Council.
Master of Commerce (MCom)

1. The degree of Master of Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereinafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year’s appropriate experience.

(2) 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.

(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the start of the session in which enrolment is to begin.

(2) A candidate for the degree shall be required to undertake a course of formal study prescribed by the Committee as set out in the course requirements for the Master of Commerce degree and, except in exceptional circumstances, pass at the first attempt such assessment as prescribed.

(3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.

(4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.

Master of Commerce (Customised) (MCom)

1. The customised Degree of Master of Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study approved by the Higher Degree Committee of the Faculty of Commerce (hereafter referred to as the Committee) according to a contract established between the University and the organisation commissioning the program.

Qualifications

2. (1) A candidate for the degree shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee. Except in exceptional circumstances a candidate who has completed a three-year course shall be expected to have had at least one year’s appropriate experience.

(2) 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.
(3) If the Committee is not satisfied with the qualifications submitted by an applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe before permitting enrolment.

Enrolment and Progression

3. (1) An application to enrol as a candidate for the degree shall be made on the prescribed form which shall be lodged with the Academic Registrar at least one calendar month before the commencement of the program.

(2) A candidate for the degree shall be required to undertake a course of formal study defined by contract from those programs approved by the Committee as satisfying the course requirements for the Master of Commerce Degree, and shall, except in exceptional circumstances, pass at the first attempt such assessment as prescribed.

(3) The progress of a candidate shall be reviewed periodically by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

Fees

4. A candidate shall pay fees as may be determined from time to time by the Council.

Graduate Diploma (GradDip)

1. A Graduate Diploma may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study.

Qualifications

2.(1) A candidate for the Graduate Diploma shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Higher Degree Committee of the Faculty of Commerce and Economics (hereafter referred to as the Committee). Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.

(2) An applicant who submits evidence of such other academic or professional attainments as may be approved by the Committee may be permitted to enrol for the Graduate Diploma.

(3) If the Committee is not satisfied with the qualifications submitted by the applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

Enrolment and Progression

3.(1) An application to enrol as candidate shall be made on the prescribed form which shall be lodged with the Registrar at least three calendar months before the commencement of the session in which enrolment is to begin.

(2) A candidate for the diploma shall be required to undertake such formal study prescribed by the Committee as set out in the course requirements for the Graduate Diploma and pass such assessment as prescribed.

(3) Normally a full-time candidate shall undertake three subjects in each session of enrolment and a part-time candidate shall undertake two subjects in each session of enrolment.

(4) The progress of a candidate shall be reviewed at least once annually by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.
Graduate Diploma in Commerce (Customised) (GradDip)

1. The customised Graduate Diploma in Commerce may be awarded by the Council to a candidate who has satisfactorily completed a program of advanced study approved by the Higher Degree Committee of the Faculty of Commerce and Economics (hereafter referred to as the Committee) according to a contract established between the University and the organisation commissioning the program.

Qualifications

2. (1) A candidate for the Graduate Diploma shall have been awarded an appropriate degree of Bachelor from the University of New South Wales or a qualification considered equivalent from another university or tertiary institution at a level acceptable to the Committee. Except in exceptional circumstances a candidate shall be expected to have had at least one year's appropriate experience.

(2) An applicant who submits evidence of such other academic or professional attainments as may be approved by the Committee may be permitted to enrol for the diploma.

(3) If the Committee is not satisfied with the qualifications submitted by the applicant the Committee may require the applicant to undergo such assessment or carry out such work as the Committee may prescribe, before permitting enrolment.

Enrolment and Progression

3. (1) An application to enrol as a candidate for the diploma shall be made on the prescribed form which shall be lodged with the Registrar at least one calendar month before the commencement of the program.

(2) A candidate for the diploma shall be required to undertake a course of formal study defined by contract and approved by the Committee as satisfying the course requirements for the Graduate Diploma and pass such assessments as prescribed.

(3) The progress of the candidate shall be reviewed periodically by the Committee and as a result of its review the Committee may cancel enrolment or take such other action as it considers appropriate.

Fees

4. A candidate shall pay such fees as may be determined from time to time by the Council.
The scholarships and prizes listed below are available to students whose courses are listed in this book. Each faculty handbook contains in its Scholarships and Prizes section the scholarships and prizes available with that faculty. The General Information section of the Calendar contains a comprehensive list of scholarships and prizes offered throughout the University. Applicants should note that the awards and conditions are subject to review.

Key: V Value  T Year/s of Tenure  C Conditions

Scholarships

Undergraduate Scholarships

Provided below is an outline of undergraduate scholarships. Students should check the scholarships listed in the General Section and those listed for their Faculty. Students should also consult the Scholarship Information for related Faculties. Applicants should note that the awards, conditions and particularly closing dates may vary from year to year.

Unless otherwise indicated application forms and further information are available from the Student Centre (lower Ground Floor, Chancellery) and applications should be submitted by 31 January each year. Applications normally become available four to six weeks before the closing date. Scholarship information is regularly included in the University publication 'Uniken/Focus'.

Students investigating study opportunities overseas should consult Study Abroad which is published by UNESCO and is available in the University library. The UNSW International Student Centre can provide information about exchange programs (see the 'Go Away Travel Scholarship' included in the General section below).

The British Council (tel 02 3262365) may be of assistance for information about study in Britain. The Australian American Education Foundation (tel 06 2479331) can provide information about study in America. Information may also be obtained from the embassy or consulate of the country in which study is proposed and the proposed overseas institution.

Details of overseas awards and exchanges administered by the Department of Employment, Education and Training can be obtained from the Awards and Exchanges Section, Department of Employment, Education and Training, PO Box 826, Woden, ACT 2606.

General

Alumni Association

V Up to $1500 pa

T 1 year with the possibility of renewal

C Available to students enrolled in any year of a full-time course. Candidates must be the children or grandchildren of Alumni of the University of New South Wales and may be either permanent residents of Australia or international students. Applications close 13 January.

Apex Foundation for Research Into Intellectual Disability Studentships

V $1000 paid in a lump sum

C Applicant should be preparing a thesis related to intellectual disability. Applications should be in the form of a letter which includes a curriculum-vitae and thesis plan and must be supported by a letter from the Head of School/Department. Applications should be sent to the Honorary Secretary, Apex Foundation Studentships, PO Box 311, Mt Evelyn VIC 3796 by 31 May.
Australian Development Co-operation Scholarship (ADCOS)

V Tuition fees. Some students may be eligible for airfares and a stipend.
T Determined by normal course duration
C This award is for international students from selected countries only. Information should be obtained from the Australian Education Centre or Diplomatic Post in the home country. Conditions and entitlements vary depending on the home country. The closing date is normally early in the year before the year of study.

Australian Vietnam Veterans Trust Education Assistance Scheme

V $3,500 pa for the duration of the course.
C Applicant must be a child of a Vietnam veteran and under the age of 25 at the time of application. The award is subject to the same income test as AUSTUDY. Applicants can be undertaking any year of a Bachelor's course. Applications and further information are available from the Trust's Regional Offices in each state capital. Applications close 31 October.

General Accident Australian Bicentennial St Andrews Scholarship

V £Stg4840
T Approximately 12 months
C Applicants should be Australian citizens who are proceeding to Honours in Economics, History, Philosophy, Economic and Social History or Social Anthropology. The awards are for study at St Andrews, United Kingdom. Applications close 12 November.

Girls Realm Guild

V Up to $1500 pa
T 1 year with the prospect of renewal subject to satisfactory progress and continued demonstration of need
C Available only to female students under 35 years of age who are permanent residents of Australia enrolling in any year of a full-time undergraduate course. Selection is based on academic merit and financial need

Go-Away Travel Scholarships

V Up to $1500 pa
T 1 year
C Established to encourage UNSW students to participate in the University's formal international exchange programs. Students must be undergraduates embarking on a period of study for credit overseas. Awards will be granted on the basis of academic merit. Interested students should contact the International Student Centre.

Grains Research and Development Corporation (GRDC) Undergraduate Honours Scholarship

V $6000 (ie $5000 to the student and $1000 to the host School/Department).
T 1 year
C Applicants must be undertaking a full-time Honours program. Study in an area of significance to the grains industry will be viewed favourably. Written applications including a curriculum-vitae, academic record, letter of support from the Head of School/Department and 2 referees' supporting statements should be sent to GRDC Undergraduate Honours Scholarship, PO Box E6, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2725528). Applications close 25 November.

Great Barrier Reef Marine Park Authority Research Support

V $1500
C Applicants must be undertaking a full-time Honours year or PhD research project that could contribute to the planning and managing work undertaken by the Great Barrier Reef Marine Park Authority. Applications and further information may be obtained from the Executive Officer, Great Barrier Reef Marine Park Authority, PO Box 1379, Townsville QLD 4810 (tel 07 818811). Applications close 16 December.

Mitsui Education Foundation Scholarship

C A one month scholarship to Japan is available to a young Australian national to help promote goodwill between the two countries. Candidates should be full-time undergraduate students aged between 20-24 and preferably in their third or fourth year. The successful student will travel to Japan during November and December. Applications become available in July and close mid-August with the Scholarship Unit.

National Health and Medical Research Council (NH&MRC) Aboriginal Health Research Scholarships

V $22,250
T Up to 3 years
C Applicants may be undertaking an undergraduate degree in order to pursue research relevant to Aboriginal health. Applications close 24 July with the Scholarship Unit.

Plg Research and Development Corporation (PRDC) Undergraduate Encouragement Award

V $600 lump sum
C Applicants must be in the later stage of an undergraduate degree and interested in undertaking a research project related to the Australian pig industry. Applications close 3 times a year (ie 1 March, 1 July, 1 October) with the PRDC, PO Box 4804, Kingston ACT 2604.
River Basin Management Society Ernest Jackson Memorial Research Grants

V Up to $2000
C To assist tertiary students undertaking research in the field of River Basin Management. Applications close with the Research Grants Co-ordinator, PO Box 68, Clifton Hill VIC 3068 on 11 August.

RSPCA Alan White Scholarship

V $2500
C Applicants should be undertaking original research to improve the understanding and welfare of animals. Written applications should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2311437) by 31 March.

Sam Cracknell Memorial

V Up to $1500 pa
T 1 year
C Applicants should have already completed at least 2 years of a degree or diploma course and be enrolled in a full-time course during the year of application. Selection is based on academic merit, participation in sport both directly and administratively; and financial need. Applications close 7 March.

Sporting Scholarships

V $2000 pa
T 1 year with possibility of renewal
C Available to students who are accepted into a course of at least two years duration. Prospective applicants should have an outstanding ability in a particular sport and are expected to be an active member of a UNSW Sports Club. Apply directly to The Manager, Sports Association, UNSW, Sydney 2052 (tel 385 4878).

The STA Travel Grant

V Up to $3000
C Applicants must be undertaking study leading to a degree or diploma of the University and a member of the University Union. The grant is awarded on the basis of significant contribution to the community life of the University involving a leadership role in student affairs and the University Union and the relevance and merit of the proposed travel to the student's academic program or University Union Activities. Applications close 30 April each year.

University Honours Year Scholarships

V $1000
T 1 year
C A number of scholarships will be awarded on the basis of academic merit for students entering an 'add-on' honours year, that is the honours year in a degree course which is normally a pass degree but which has

W.S. and L.B. Robinson

V Up to $8500 pa
T 1 year renewable for the duration of the course subject to satisfactory progress
C Available only to students who completed their schooling in Broken Hill or whose parents reside in Broken Hill and undertaking a course related to the mining industry. Includes courses in mining engineering, geology, electrical and mechanical engineering, metallurgical process engineering, chemical engineering and science. Apply directly to PO Box 460, Broken Hill, NSW 2880. Applications close 30 September each year.

Commerce and Economics

Australian Hotels Association Hospitality Management Scholarship

V Up to $3000
T 1 year
C Permanent residence in Australia and have completed Year 2 of the degree course in Marketing and Hospitality Management

Bankers Trust Australia

V Up to $2500
T 1 year renewable for the duration of the course subject to satisfactory progress
C Permanent residence in Australia and entering Year 3 of the honours degree course in Finance, Marketing or Accounting

CANON Australia Marketing Scholarship

V Up to $10,000 pa
T 1 year
C Permanent residence in Australia. Applicants should be enrolled in Year 3 of the Bachelor of Commerce (Marketing) undertaking a single major, or Year 4 of the double major course.

CS First Boston Australia

V Up to $3000
T 1 year
C Permanent residence in Australia and in Year 4 of the degree course in Finance/Banking/Economics
Deutsche Bank and Bain & Company

- Living and travel allowance up to $6,000 for organised travel to London and Frankfurt to explore thesis research topics with Deutsche Bank and Morgan Grenfell personnel

- Applicants must be permanent residents of Australia proceeding to full-time study in the Honours year of a Bachelor of Commerce (Honours) degree in Finance. Travel must be taken prior to commencing the Honours year.

McDonald's Hospitality Management Scholarship

- $5000 pa
- 1 year
- Permanent residence in Australia. Applicants should be enrolled in Year 4 of the degree course in Marketing and Hospitality Management. The scholarship is awarded on academic merit.

The UNSW Co-op Program

The University of New South Wales has industry-linked education scholarships to the value of $9800 per annum in the following areas: Accounting (and Economics or Finance); Business Information Technology; Aerospace, Bioprocess, Ceramic, Chemical, Civil, Electrical, Environmental, Materials, Mechanical, Mechatronics, Metallurgical, Mineral, Mining and Petroleum Engineering; Food Science and Technology, Industrial Chemistry, Manufacturing Management, Textile Management, Textile Technology, and Wool and Pastoral Science.

Graduate Scholarships

Provided below is an outline of Graduate Scholarships. Students should check the scholarships listed in the General Section and those listed for their Faculty. Students should also consult the Scholarship information for related Faculties. Applicants should note that the awards, conditions and particularly closing dates may vary from year to year.

Unless otherwise indicated application forms and further information are available from the Student Centre (lower Ground Floor, Chancellery). Applications normally become available four to six weeks before the closing date.

Scholarship information is regularly included in the University publication 'Uniken/Focus'.

Students investigating study opportunities overseas should consult Study Abroad which is published by UNESCO and is available in the University library. The British Council (tel 02 3262365) may be of assistance for information about study in Britain. The Australian American Education Foundation (tel 06 2479331) can provide information about study in America. Information may also be obtained from the embassy or consulate of the country in which study is proposed and the proposed overseas institution.

Details of overseas awards and exchanges administered by the Department of Employment, Education and Training can be obtained from the Awards and Exchanges Section, Department of Employment, Education and Training, PO Box 826, Woden, ACT 2606.

General

The main programs of assistance for postgraduate study are:

Australian Postgraduate Awards (APA)

- $14,961 (1995 rate). Other allowances may also be paid.
- Up to 2 years for a Masters, 3 years for a PhD degree. PhD students may request in certain circumstances up to 6 months extension.
- Applicants must be honours graduates or equivalent or scholars who will graduate in current academic year and proposing to undertake a Masters by Research or PhD. Applicants must be Permanent Residents who have lived continuously in Australia for 12 months or Australian citizens. Applications to Scholarship Unit by 31 October.

Australian Development Co-operation Scholarship (ADCOS)

- Tuition fees. Some students may be eligible for air fares and a stipend.
- Determined by normal course duration
- This award is for international students from selected countries only. Information should be obtained from Australian Diplomatic Posts or Australian Education Centres in the home country. Conditions and entitlements vary depending on the home country.
Overseas Postgraduate Research Scholarships (OPRS)

V Tuition fees and medical cover only.
T 2 years for a Masters and 3 years for a PhD degree
C Eligibility is confined to postgraduate research students who are citizens of countries other than Australia or New Zealand. Applications to the Scholarship Unit by 30 September.

Other General Scholarships:

Australian Bicentennial Scholarships and Fellowships Scheme

V £4000 (stg)
T At least 3 months
C Applicant must be enrolled as a postgraduate student at an Australian higher education institution and usually resident in Australia. Awards are available for study in the UK in any discipline. Applications close with the Executive Director, Australian Vice-Chancellors’ Committee, GPO Box 1142, Canberra ACT 2601 on 31 October.

Australian Brewers Foundation Alcohol Related Medical Research Postgraduate Scholarships

V Similar to the NH&MRC (see NH&MRC entry under General).
T 2 years
C Similar to the NH&MRC. Applications and further information may be obtained from the Secretary, ABF - Medical Research Advisory Committee, Level 8, 235 Pyrmont Street, Pyrmont 2008 (tel 552668).

Australian Geographical Survey Organisation (AGSO) Postgraduate Awards in Geosciences

V $20,323 plus allowances
T Up to 3 years
C Applicants must be enrolled or enrolling in a full-time PhD. Applicants must be permanent residents with 12 months continuous residency in Australia or Australian citizens. Applications which include a curriculum-vitae should be sent to the Postgraduate Scholarship Co-ordinator, Human Resources Services, AGSO, GPO Box 378, Canberra ACT 2601 (tel 06 2499673). Applications close 11 August.

Cambridge Australia Scholarships including the Packer Scholarships

V Fees and maintenance allowance of £5340 (stg), return air travel to the UK.
T Up to 3 years
C Applicants must be Australian citizens who graduated with honours 1 or equivalent, from an Australian University who have gained admission to a PhD at Cambridge. Applicants must also have won a British Overseas Research Student Award. Applicants should request an application for the scholarship at the time of applying for admission to Cambridge. Enquiries can be directed to the Cambridge Commonwealth Trust, Canberra (tel 06 249 7204). Applications close 30 April.

Commonwealth Scholarship and Fellowship Plan (CSFP)

V Varies for each country. Generally covers travel, living, tuition fees, books and equipment, approved medical expenses. Marriage allowance may be payable.
T Usually 2 years, sometimes 3
C Applicants must be graduates who are Australian citizens. Tenable in Commonwealth countries other than Australia. Applications close at different times depending on the country in which the study is proposed.

Federation of University Women

Each year the Federation offers to its members a number of awards for study in Australia and overseas. Details of awards are included in a booklet available from Australian Federation of University Women. The NSW Branch Office is located in the Dymocks Building, 428 George Street, Sydney NSW 2000 (tel 232 5629).

Frank Knox Memorial Fellowships

V $US13,500 pa plus tuition fees and student health insurance
T 1 year with the possibility of renewal for a further year.
C Applicants must be Australian citizens, who are graduates or near graduates of an Australian university. Applications close with the Scholarship Unit mid-October.

Fulbright Postgraduate Student Awards

V Up to $A29,250 depending on the type of award.
T 1 year
C Applicants must be enrolled in a higher degree at an Australian institution and wishing to undertake research at an American institution. The research should be related to School-to-Work transition, Visual Arts, Performing Arts, Journalism, Engineering or Business Administration. Awards are also available for Aboriginal and Torres Strait Islander students. Applications and additional information are available from the Honorary Secretary, Fulbright NSW State Selection Committee, Research and Scholarships Office, Sydney University 2006 (tel 02 3514464).

Gowrie Scholarship Trust Fund

V $6000 pa. Under special circumstances this may be increased.
T 2 years. Under special circumstances this may be extended.
C Applicants must be members of the Forces or children (or grandchildren or lineal descendants) of members of...
the Forces who were on active service during the 1939-45 War. Applications close with the Scholarship Unit by 31 October.

**Grains Research and Development Corporation (GRDC) Junior Research Fellowship**

**V** $21,000 plus up to $3,000 to the supporting institution, some conference/workshop attendance allowances.

**T** Up to 3 years

**C** Applicants must be undertaking full-time research toward a PhD. Applicants must be Australian citizens or entitled to reside permanently in Australia. Applications should be sent to the Junior Research Fellowship, GRDC, PO Box E8, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2725525) on 25 November.

**Great Barrier Reef Marine Park Authority Research Support**

**V** $1000

**C** Applicants must be enrolled in a full-time PhD or Honours year with a research project that could contribute to the planning and managing work undertaken by the Great Barrier Reef Marine Park Authority. Applications and further information may be obtained from the Executive Officer, Great Barrier Reef Marine Park Authority, PO Box 1379, Townsville QLD 4810 (tel 07 7818811). Applications close 16 December.

**The Harkness Fellowships**

**V** Travel and other allowances for travel and study in the USA

**T** 12-21 months

**C** Candidates must be Australian citizens or have taken steps to achieve citizenship. The candidate will usually have an honours degree or equivalent, or an outstanding record of achievement in creative arts, journalism or other career. The award focuses on health care, education, employment and training schemes and issues which affect the quality of life in cities. Applicants should be over 21 years of age. Applications and further information are available from Mr R Beale, Department of the Prime Minister and Cabinet, 3-5 National Circuit, Barton ACT 2600. Applications close 30 September.

**Kobe Steel Scholarship for Postgraduate Study at St Catherine’s College, Oxford University**

**V** Maintenance allowance of at least £7,000 (stg) plus tuition fees and dues and travelling expenses to and from Oxford.

**T** Up to 2 years with the possibility of some extension.

**C** Applicants must be Australian nationals. Students should have a past or future interest in Japan. Applications close on 31 October with the Australian Vice-Chancellor’s Committee (AV-CC), GPO Box 1142, Canberra ACT 2601.

**Land and Water Resources Research and Development Corporation (LWRRDC)**

**V** $20,000 pa plus $5,000 for operating expenses

**T** 2 years for a Masters, 3 years for a PhD degree

**C** The scholarships are available for research that will lead to better management, sustainable use and conservation of land, water and vegetation resources in Australia. Applications close with the LWRRDC on 28 July. Applications should be forwarded to the LWRRDC, GPO Box 2182, Canberra, ACT (tel 06 2573379).

**Menzies Research Scholarship in the Allied Health Sciences**

**V** Up to $24,000 pa

**T** 2 years

**C** The scholarship is awarded to stimulate research by persons working in the health field in disciplines other than medicine. Applications close on 25 September with the Menzies Foundation, 210 Clarendon St, East Melbourne Vic 3002.

**National Drug Strategy (NDS) Postgraduate Research Scholarship**

**V** $21,666 pa

**T** Initially for 1 year, with the possibility of renewal for a further 2 years

**Applicants must have completed Year 1 of a PhD program. Scholarships aim to develop expertise in researching and evaluating non-biomedical approaches to the prevention and treatment of drug misuses. Selection is based on academic merit, work experience and the potential of the project. Applications close 15 July.

**National Health and Medical Research Council (NH&MRC) Aboriginal Health Research Scholarships**

**V** $22,250

**T** Up to 3 years

**C** Applicants must enrol for a diploma, certificate, undergraduate degree or postgraduate research degree in order to pursue research relevant to Aboriginal health. Applications close 24 July with the Scholarship Unit.

**National Health and Medical Research Council (NH&MRC) Dora Lush Postgraduate Scholarships**

**V** $14,961 (or $19,307 for AIDS research) plus allowances

**T** Up to 3 years

**C** Applicants should be permanent residents living in Australia or Australian citizens who have already completed a Science honours degree or the equivalent at the time of submission of the application. Students enrolled in the honours year at the time of application...
are not eligible. Applications close 24 July with the Scholarship Unit.

National Health and Medical Research Council (NH&MRC) Medical Postgraduate Scholarships
V $22,250 plus allowances
T Up to 3 years
C Applicants must be Australian citizens or permanent residents who are medical graduates. Applications are particularly encouraged from students in the following fields - alcohol and substance abuse, prostate cancer, nursing and allied health services, breast cancer, dementia, injury and HIV/AIDS. Applications close 23 June with the Scholarship Unit.

National Health and Medical Research Council (NH&MRC) Public Health Postgraduate Scholarships
V $19,500 (science graduates), $22,000 (medical graduates) plus allowances
T Up to 3 years
C The scholarship is designed to enable graduates to obtain formal academic training in public health research. Applications close 23 June with NH&MRC.

Pig Research and Development Corporation (PRDC) Postgraduate Top-Up Scholarships
V A supplement to other scholarship(s) up to a maximum of $21,000 plus possibility of other allowances.
C Applicants must be Australian citizens or permanent residents who are eligible for another scholarship. Applicants must be undertaking a research project that will provide training relevant to establishing a career in the Australian pig industry. Applications close with the PRDC, PO Box 4804, Kingston ACT 2604 on 1 December.

Pig Research and Development Corporation Research Fellowship
V $25,000 plus allowances
T Up to 3 years
C Applicants must be undertaking a PhD with research relevant to the increased competitiveness of the Australian pig industry. Applications close with the PRDC, PO Box 4804, Kingston ACT 2604 on 1 December.

The Rhodes Scholarship to Oxford University
V Approximately $15,000 pa, fees and assistance with travel
T 2 years, may be extended for a third year
C Australian citizens aged between 19 and 25 who have an honours degree or equivalent. Applications close September each year with The Honorary Secretary to the NSW Rhodes Selection Committee, Building G17, University of Sydney, NSW 2006 (tel 3514567).

River Basin Management Society Ernest Jackson Memorial Research Grants
V Up to $2000
C To assist tertiary students undertaking research in the field of River Basin Management. Applications close with the Research Grants Co-ordinator, PO Box 68, Clifton Hill VIC 3068 on 11 August.

Robert Gordon Menzies Scholarship to Harvard
V Up to $A25,000. Students who enrol in the Harvard Business School may be provided an additional $12,000.
T To be determined
C Tenable at Harvard University. Applicants must be Australian citizens or permanent residents and graduates of an Australian tertiary institution. The successful applicant will be expected to repay the scholarship in later years when circumstances permit. Applications and additional information may be obtained by writing to the Management Services Office, ANU, Canberra ACT 0200. Applications close 5 January.

RSPCA Alan White Scholarship
V $2500
C Applicants should be undertaking original research to improve the understanding and welfare of animals. Written applications should be sent to the Executive Officer, RSPCA Australia, PO Box E369, Queen Victoria Terrace, Canberra ACT 2600 (tel 06 2311437) by 31 March.

Shell Scholarship in Science or Engineering
V $20,000 pa
T Up to 3 years
C Applicants must be Australian citizens or permanent residents. Applicants should intend to study a Doctorate in science, engineering, economics/commerce, computer science, or a closely related discipline. Applications close with Shell Australia, Box 872k GPO, Melbourne VIC 3001 (tel 03 96665666) on 27 October.

STA Travel Grant
V Up to $3000
C Applicants must be undertaking study leading to a degree or diploma of the University and a member of the University Union. The grant is awarded on the basis of significant contribution to the community life of the University involving a leadership role in student affairs and the University Union and the relevance and merit of the proposed travel to the student's academic program or University Union activities. Applications close 30 April each year.
The Wenkart Foundation Grants

V Up to $22,000 pa
T 2 years but may be renewed
C Applicants must be permanent residents or undergraduates educated in Australia and planning to reside in Australia. Applicants must be undertaking full-time research in clinical, biomedical and health related sciences. Applications close with the Scholarship Unit on 24 May.

Dean's PhD Scholarship

V Up to the maximum level allowable for supplementary scholarships under the Australian Postgraduate Award conditions (see APA entry General)
T Up to 3 years
C Applicants must be proposing to undertake full-time PhD study. The award is prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.

Faculty Postgraduate Research Scholarship (FPRS)

V Equivalent to the Australian Postgraduate Award (see APA entry under General)
T 2 years for a Master by Research and 3 for PhD studies
C FPRS is available to students undertaking full-time study in a Masters by Research or PhD. The awards are prestigious and applicants must have first class Honours or the equivalent in order to be considered. Applications close at the end of the first week of December with the Office of the Dean, Faculty of Commerce and Economics.

Commerce and Economics

Banking Law Association Limited Postgraduate Scholarship

V Up to $30,000 over the period of study
T 9-18 months
C Students wishing to pursue postgraduate study in Banking Law or a related field. Applications close with the Secretary, The Banking Law Association Ltd, PO Box 124, Nerang, Qld 4211 on 4 June.
Prizes

Undergraduate University Prizes

The following information summarises undergraduate prizes awarded by the University. Prizes which are not specific to any School are listed under General. All other prizes are listed under the faculty, school or department in which they are awarded. Law prizes are awarded only for students enrolled in the LLB or Jurisprudence courses.

Information regarding the establishment of new prizes may be obtained from the Enrolments and Assessment Section located on the Ground Floor of the Chancellery.

Faculty of Commerce and Economics

The Commerce Society Prize

V $50.00
C Participation in student activities, proficiency in sport, and excellence in the Bachelor of Commerce degree course

General

The Sydney Technical College Union Award

V $400.00 and Bronze Medal
C Leadership in student affairs combined with marked academic proficiency by a graduand

The University of New South Wales Alumni Association Prize

V Statuette
C Achievement for community benefit by a student in the final or graduating year

School of Accounting

The Accountancy Placements Prize

V $250.00
C The best performance in ACCT3708 Auditing or ACCT3718 Auditing (Honours) or ACCT5908 Auditing in the Bachelor of Commerce or Bachelor of Economics or Master of Commerce degree course

The Australian Securities Commission Prize

V $100.00
C The best performance in ACCT4803/ACCT5903 Regulation of Accounting

The Australian Society of CPA's Prize for Year 1

V $500.00 and inscribed medallion
C The highest aggregate in ACCT1501 Accounting and Financial Management 1A and ACCT1511 Accounting and Financial Management 1B by a student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance

The Australian Society of CPA's Prize for Year 2

V $500.00 and inscribed medallion
C The highest aggregate in ACCT2522 Accounting and Financial Management 2A or ACCT2532 Accounting and Financial Management 2A (Honours) and ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours), by a student in the Bachelor of Commerce degree course in Accounting or the Bachelor of Commerce degree course in Accounting and Finance.

Faculties of Arts and Social Sciences, and Commerce and Economics

The W J Liu Esq OBE Memorial Prize for Chinese Studies

V Books to the value of $100.00
C Best performance in a subject related to Chinese matters offered in the Department of Economic History, or in the Schools of Political Science or History
The Australian Society of CPA’s Prize for Year 3
V $500.00, inscribed medal, Society certificate and 2 years’ membership to Aust. Soc of CPAs
C The highest aggregate in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) and ACCT3583 Accounting and Financial Management 3B or ACCT3593 Accounting and Financial Management 3B (Honours), by a graduating student in the Bachelor of Commerce degree course in Accounting or Bachelor of Commerce degree course in Accounting and Finance.

The Coopers and Lybrand Prize
V $400.00
C The best performance in ACCT2542 Accounting and Financial Management 2B or ACCT2552 Accounting and Financial Management 2B (Honours) by a student majoring in the School of Accounting.

The E S Wolfenden Memorial Prize
V $300.00
C The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) by a student majoring in the School of Accounting.

The KPMG Peat Marwick Prize
V $250.00
C The best performance in ACCT3563 Accounting and Financial Management 3A or ACCT3573 Accounting and Financial Management 3A (Honours) by a student majoring in the School of Accounting.

The LBC Information Services Prize
V Books to the value of $100.00
C The best performance in ACCT1511 Accounting and Financial Management 1B by a student majoring in the School of Accounting.

The Price Waterhouse Prize
V $500.00

School of Banking and Finance
The Australian Institute of Banking and Finance Prize
V $250.00
C The best performance in FINS3630 Bank Financial Management by a student proceeding to the award of the degree of Bachelor of Commerce or Bachelor of Economics.

The Commonwealth Bank of Australia Prize
V $500.00 and framed certificate
C The best performance in FINS3616 International Business Finance by a student in the Bachelor of Commerce or Bachelor of Economics degree course.

The Ernst and Young Prize
V $80.00
C The best performance in FINS2613 Business Finance 2 by a student majoring in Accounting.

The NRMA Insurance Limited Prize
V $500.00
C The best performance in FINS3631 Risk and Insurance by a student proceeding to the award of the degree of Bachelor of Commerce or Bachelor of Economics.

The R C Olsson Prize
V $300.00
C The best performance in FINS3625 Applied Corporate Finance by a student proceeding to the award of the degree of Bachelor of Economics or Bachelor of Commerce.

The Westpac Prize
V $250.00
C The best performance in FINS2612 Australian Capital Markets by a student in the Bachelor of Commerce or the Bachelor of Economics degree course.

School of Biochemistry and Molecular Genetics
The Beckman Instruments Prize of the Biochemical Graduates Association
V $200.00
C The best performance in the fourth year Biochemistry honours program by a student proceeding to the award of the degree of Bachelor of Science.
The Biochemical Graduates Association Prize
V $200.00
C The best performance in the examinations in level 3 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

The Biotech International Prize of the Biochemical Graduates Association
V $200.00
C The best performance in the examinations in level 2 Biochemistry subjects by a student proceeding to the award of the degree of Bachelor of Science

School of Industrial Relations and Organisational Behaviour

The Chamber of Manufactures of NSW Industrial Relations Prize
V $400.00
C The best performance in IROB2703 Industrial Relations 2A (Comparative Industrial Relations) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

The FIME Industrial Relations Prize
V $400.00
C The best performance in IROB2704 Industrial Relations 2B (Social Organization of Work) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

The Industrial Relations Society of NSW Prize
V books to the value of $200.00
C The best performance in IROB1501 Industrial Relations 1A (Australian Industrial Relations) in the Bachelor of Commerce, Bachelor of Economics or Bachelor of Arts degree course

The Julia Moore Prize in Industrial Relations
V $500.00
C The best aggregate performance in IROB3505 Industrial relations 3A IROB3506 Industrial Relations 3B by a female final year student majoring in Industrial Relations

The NSW Labor Council Industrial Relations Prize
V $400.00
C The best performance in Industrial Relations 1B (Trade Unionism) by a student proceeding to the award of the degree of Bachelor of Arts, Bachelor of Social Science, Bachelor of Commerce or Bachelor of Economics

School of Information Systems

The Coopers & Lybrand Information Systems Security Prize
V $500.00
C The best performance in INFS5984/4774 Information Systems Security

The KPMG Peat Marwick Prize
V $250.00
C Best performance in INFS4805/5905 Information Systems Auditing in the Master of Commerce degree course or Bachelor of Commerce degree course at honours level

School of Marketing

The Australian Posters Outdoor Advertising Prize
V $250.00
C The best performance in MARK2042 Consumer Behaviour B

The Delaware North (Australia) Pty Ltd Prize
V $1,500.00
C The best performance in HOSP3009 Accounting and Financial Control in the Hospitality Industry by a student in the Bachelor of Commerce degree course in Marketing and Hospitality Management who is continuing with course 3491 Marketing and Hospitality Management

The Hoover Award for Marketing Studies
V $200.00end inscription on the Hoover trophy held
C The best aggregate performance in the Bachelor of Commerce degree course in Marketing in: MARK2012 Marketing Fundamentals MARK2032 Consumer Behaviour A MARK2042 Consumer Behaviour B MARK2052 Marketing Research MARK3073 Brand Management MARK3083 Strategic Marketing
Management MARK3093 Corporate Policy and Marketing Strategies

The Ken Bentley Prize - Awarded by the Market Research Society of Australia (NSW Division)

V $500.00
C The best performance in MARK2052 Marketing Research or MARK3093 Corporate Policy and Marketing Strategy or MARK7093 Corporate Policy and Marketing Strategy (Honours) in the Bachelor of Commerce/Economics degree course

The Lee Steinberg Prize

V $100.00
C The best performance in MARK3083 Strategic Marketing Management by a student in the Bachelor of Commerce/Economics degree course

The Nielsen Australia award for Marketing Research

V $350.00
C The best aggregate performance in MARK3093 Corporate Policy and Marketing Strategy or MARK2052 Marketing Research or MARK3022 Computer Applications in Marketing by a student majoring in Marketing in the Bachelor of Commerce/Economics degree course

The Philips Electronics Australia Limited Prize

V $250.00
C The best performance in MARK2012 Marketing Fundamentals by a student in the Bachelor of Commerce/Economics degree course or Bachelor of Commerce Bachelor of Laws combined degree course

Undergraduate and Graduate University Prizes

School of Economics

The Australian Recording Industry Association (ARIA) Prize

V $250.00
C The meritorious performance in one aspect of ECON2209/ECON5248 Business Forecasting by a student proceeding to the award of the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours)

The Australian Recording Industry Association (ARIA) Prize

V $500.00
C The best performance in one aspect of ECON2209/ECON5248 Business Forecasting by a student proceeding to the award of the degree of Bachelor of Commerce, Bachelor of Economics, Master of Commerce or Master of Commerce (Honours)

School of Marketing

The Peter D Walker Industrial Marketing Prize

V $300.00
C The best performance in MARK5922 Industrial and Service Marketing by a student in the Master of Commerce degree course
Graduate University Prizes

Faculty of Commerce and Economics

The Universities Credit Union Prize
V $200.00
C The best performance by a part-time student in Year 1 of the Master of Commerce degree course

The Universities Credit Union Prize
V $200.00
C The best performance by a full-time student in Year 1 of the Master of Commerce degree course

School of Information Systems

The Information Systems Audit and Control Association Prize
V $300.00
C The best project in INFS4805/5905 Information Systems Auditing in the Bachelor of Commerce or Master of Commerce degree course
The University of New South Wales • Kensington Campus

Theatres
Biomedical Theatres E27
Central Lecture Block E19
Chemistry Theatres
(Dwyer, Mortell, Murphy, Nyholm, Smith) E12
Classroom Block (Western Grounds) H3
Fig Tree Theatre B14
Io Myers Studio D9
Keith Burrows Theatre J14
MacAuley Theatre E15
Matthews Theatre D23
Paradise Theatre E3
Physics Theatre K14
Quadrangle Theatre E15
Rex Vowels Theatre F17
Science Theatre F13
Sir John Clancy Auditorium C24
Webster Theatre G15

Buildings
Applied Science F10
Arcade D24
Architecture H14
Barker Street Gatehouse N11
Basser College (Kensington) C18
Central Store B13
Chancellery C22
Dalton (Chemistry) F12
Goldstein College (Kensington) D16
Golf House A27
Gymnasium B5
Hefron, Robert (Chemistry) E12
International House C6
John Goodsell (Commerce and Economics) F20
Kensington Colleges (Office) C17
Library (University) E21
Link B6
Main, Old K15
Maintenance Workshop B13
Mathews F23
Menzies Library E21
Morven Brown (Arts) C20
New College L6
Newton J12
NIDA D2
Parking Station H25
Parking Station N18
Pavilions E24

Philip Baxter College (Kensington) D14
Quadrangle E15
Sam Cracknell Pavilion H8
Samuels Building F25
Shalom College M9
Webster, Sir Robert B14
Universe House L5
University Regiment J2
University Union (Roundhouse) E6
University Union (Blockhouse) G6
University Union (Squarehouse) E4
Wallace Wurth School of Medicine C27
Warrane College M7

General
Aboriginal Resource & Research Centre E20
Aboriginal Student Centre A25
Accommodation (Housing Office) E15
Accounting E15
Admissions C22
Adviser for Prospective Students C22
Alumni Relations: Pindari, 76 Wentworth St, Randwick
Anatomy C27
Applied Bioscience D26
Applied Economic Research Centre F20
Applied Geology F10
Applied Science (Faculty Office) F10
Archives, University E21
Arts and Social Sciences (Faculty Office) C20
Asia Australia Institute; 45 Beach Street Coogee
Audio Visual Unit F20
Australian Graduate School of Management G20
Banking and Finance E15
Biochemistry and Molecular Genetics D26
Biological and Behavioural Sciences (Faculty Office) D26
Biomedical Engineering F25
Biomedical Library B23
Biotechnology F25
Built Environment (Faculty Office) H14
Campus Services C22
Cashier's Office C22
Centre for Membrane Science & Technology F10, K14
Chaplains E4
Chemical Engineering and Industrial Chemistry F10
Chemistry E12
Civil Engineering H20
Co-op Bookshop E15
Commerce and Economics (Faculty Office) F20

Communications Law Centre C15
Community Medicine D26
Computer Science and Engineering E17
Cornea and Contact Lens Research Unit
22-32 King St, Randwick
Economics F20
Economics and Business Studies G2
Educational Testing Centre E4
Electrical Engineering G17
Energy Research, Development & Information Centre F10
Engineering (Faculty Office) K17
English C20
Equal Employment Opportunity: 30 Botany Street
Examinations C22
Facilities Department C22, B14A
Fees Office C22
Fibre Science and Technology G14
Food Science and Technology B6
French C20
Geography K17
Geometric Engineering K17
German and Russian Studies C20
Graduate School of the Built Environment H14
Groundwater Management and Hydrogeology F10
Health Service, University E15
Health Services Management C22
History C20
Human Resources C22
Industry Design G14
Industrial Relations and Organizational Behaviour F20
Information, Library & Archives Studies F23
Information Systems E15
Information Technology Unit F25
International Student Centre F9
IPACE Institute F23
Japanese Economic and Management Studies E15
Kensington, Landscape Architecture K15
Library (Faculty Office) F21
Law Library F21
Legal Studies & Taxation F20
Liberal and General Studies C20
Library Lawn D21
Lost Property C22
Marine Science D26
Marketing F20
Materials Science and Engineering E8
Mathematics F23

Mechanical and Manufacturing Engineering J17
Media Liaison C22
Medical Education C27
Medicine (Faculty Office) B27
Microbiology and Immunology D26
Michael Birt Gardens C24
Mines K15
Music and Music Education B11
News Service C22
Optometry J12
Pathology C27
Performing Arts B10
Petroleum Engineering D12
Philosophy C20
Physics K15
Physiology and Pharmacology C27
Political Science C20
Printing Section C22
Professional Development Centre E15
Professional Studies (Faculty Office) G2
Psychology F23
Publications Section C22
Remote Sensing K17
Research Office: 34-36 Botany Street Randwick
Safety Science B11
Science (Faculty Office) E12
Science and Technology Studies C20
Social Science and Policy C20
Social Policy Research Centre F25
Social Work G2
Sociology C20
Spanish and Latin American Studies C20
Sport and Recreation Centre B6
Squash Courts B7
Student Centre (off Library Lawn) C22
Student Services:
Counselling E15
Counselling E15
Students' Guild E15
Swimming Pool B4
Textile Technology G14
Theatres and Film Studies B10
Town Planning K15
WHO Regional Training Centre C27
Wool and Animal Sciences G14
Works and Maintenance B14A
This Handbook has been specifically designed as a source of detailed reference information for first year re-enrolling undergraduate and postgraduate students.

Separate handbooks are published for:

- Applied Science
- Arts and Social Sciences
- Built Environment
- Commerce and Economics
- Engineering
- Law
- Medicine
- Professional Studies
- Science
- Australian Graduate School of Management (AGSM)
- Australian Taxation Studies Program (ATAX)
- College of Fine Arts (COFA)
- University College,
- Australian Defence Force Academy (ADFA)
- General Education

For fuller details about the University - its organization; staff members; description of disciplines; scholarships; prizes and so on, consult the University Calendar (Summary Volume). For further information on student matters consult the UNSW Student Guide.