

FACULTY OF BUSINESS

BUSINESS

Courses

■ Master of Business (Research) (BS92)	359
■ Master of Business (BS93)	361
■ Master of Commerce (BS94)	366
■ Master of Business (Communication Studies) (BS88)	368
■ Master of Business (Professional Accounting) (BS89)	370
■ Master of Business Administration (International) (GS80)	371
■ Master of Business Administration (Professional) (GS81)	373
■ Graduate Diploma in Advanced Accounting (BS70)	375
■ Graduate Diploma in Communication (BS72)	377
■ Graduate Diploma in Industrial Relations (BS74)	380
■ Graduate Diploma in Business Administration (GS70)	381
■ Graduate Certificate in Management (BS30)	381
■ Bachelor of Business (Honours) (BS63)	382
■ Bachelor of Business (BS56)	384
□ Accountancy Major	387
□ Banking and Finance Major	393
□ Communication Major	398
□ Economics Major	402
□ Human Resource Management Major	406
□ International Business Core Major	417
□ Management Major	423
□ Marketing Core Major	432

FACULTY OF BUSINESS

Course Structures

■ Master of Business (Research) (BS92)

In the fields of Accountancy, Banking and Finance, Communication, Economics, Human Resource Management, International Business, Management, Marketing.

Location: Gardens Point campus

Course Duration: 3 semesters full-time
6 semesters part-time

Total Credit Points: 144 credit points (for entry without Honours)
96 credit points (for entry with Honours)

Course Coordinator: To be advised

Entry Requirements

There are two possible entry points to the Master of Business (Research). For those entering with an Honours degree, the Honours (at level IIB or better) must be relevant to the field of study in the Masters of Business (Research). For those entering from a pass degree, the entry requirement is an undergraduate degree with a major in an approved area plus, normally, a grade point average (GPA) of 5 or more.

Course Requirements

Students entering with an approved Honours degree are required to undertake a 96 credit point thesis. Students entering with a relevant pass degree will complete the following programs of study.

PROGRAM FOR ACCOUNTANCY, BANKING & FINANCE AND ECONOMICS

The following program will be completed:

	Credit Points
(i) Compulsory Unit – All students	
BSN500 Research Methods	12
(ii) Units in Accountancy	
Two of the following units:	
AYN500 Auditing Honours	12
AYN501 Commercial Law Honours	12
AYN502 Financial Accounting Honours	12
AYN503 Managerial Accounting Honours	12
AYN504 Taxation Policy Honours	12
OR	
Units in Banking and Finance (Compulsory)	
EFN504 Finance Honours	12
EFN505 Financial Risk Management	12
OR	
Units in Economics (Compulsory)	
EFN502 Developments in Microeconomic Theories	12
EFN500 Contemporary Macroeconomic Theories	12

(iii) **Plus one elective**

The elective unit for the Masters program may be taken from any 12 credit point postgraduate units offered by the Schools of Accountancy and Economics and Finance,

or by other schools within the Faculty of Business, subject to the approval of the Course Coordinator.

- (iv) **Compulsory Thesis – All students**
 BSN600 Thesis 96

PROGRAM FOR HUMAN RESOURCES MANAGEMENT, INTERNATIONAL BUSINESS, MANAGEMENT & MARKETING.

Under the umbrella of Management and Human Resource Management, students may undertake a specialisation in Industrial Relations, Public Sector Management or Organisational Futures. Students will need to have completed the relevant specialisation in their undergraduate degree. Details are available from the School Administration Officer, School of Management.

Under the umbrella of International Business, students may be able to take specialised studies in Industry Economics. Details are available from the School Administration Officer, School of Marketing and International Business.

- (i) **Compulsory Units – All students**
 BSN502 Research Methodology 12
 BSN503 Research Seminars 12

- (ii) **Two units from the area of Honours study:**

Units in Human Resources Management (Compulsory)

- MGN506 Contemporary Issues in HRM 12
 MGN508 HRM Cases 12
 OR

Units in International Business

Two units from one of the following sets of units (approved by the Course Coordinator)

International Business

- MIN403 Business in Asia 12
 MIN404 Business in Europe 12
 MIN405 Business in North America 12
 MIN406 Comparative Regulatory Systems 12
 MIN426 Special Topic – International Business 12

Tourism

- MIN433 Tourism: National and International 12
 MIN431 Tourism Development 12
 MIN432 Tourism Marketing 12
 Area Study (one from the list of approved units:
 MIN403, MIN404, MIN405) 12

Arts and Culture

- MIN400 Arts Administration and Society 12
 MIN430 The Arts Industry 12
 MIN415 Marketing for Arts Administrators 12
 MIN409 Fundraising Principles 12
 MIN408 Fundraising Campaigns 12
 OR

Units in Management (Compulsory)

- MGN501 Readings in Management 12
 MGN507 Contemporary Issues in Management 12
 OR

Units in Marketing

Two of the following units (approved by the Course Coordinator)

- MIN419 Seminars in Consumer Behaviour 12
 MIN422 Seminar in Marketing Management 12

MIN413	Market and Business Research Methods	12
MIN421	Seminars in International Marketing	12
MIN423	Seminars in Product Innovation and Development	12
MIN414	Marketing Decision Systems	12
CON421	Seminars in Integrated Marketing Communication	12
MIN424	Seminars in Services Marketing	12
MIN425	Seminars in Strategic Marketing	12
MIN407	Contemporary Issues in Marketing	12
MIN411	Industry Competition and Network Analysis	12
MIN429	Strategic Marketing Management	12
(iii)	Compulsory Thesis – All students	
BSN600	Thesis	96

PROGRAM FOR COMMUNICATION

Research can be undertaken in the fields of Advertising, Organisational Communication and Public Relations.

(i)	Compulsory Units	
CON406	Communication Strategies	12
CON407	Communication Technology and Global Networks	12
CON500	Research Methods	12
CON501	Research Seminar	12
(ii)	Compulsory Thesis	
BSN600	Thesis	96

■ Master of Business (BS93)

Students can major in Communication, International Management or Marketing.

Location: Gardens Point campus

□ Communication Major

In the fields of Advertising (ADV), Organisational Communication (ORC) and Public Relations (PUR).

This program has been designed for students who have completed their undergraduate degree in the same area as their intended postgraduate studies.

Communication students undertake advanced coursework in theory and applications in a variety of topics with relevance to contemporary and emerging issues – including the globalisation of the world economy. Students can specialise in one of three strands: Advertising, Organisational Communication and Public Relations. The course is designed for completion in one calendar year consisting of three semesters.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Semester 1			
CON406	Communication Strategies	12	3
CON407	Communication Technology & Global Networks	12	3
CON402	Case Study Development	12	3
CON403	Communicating Breakthrough Service	12	3
Semester 2			
Strand: ADV/ORC/PUR ¹			
ADV	CON419 Strategies for Creative Advertising	12	3
ORC	CON401 Advanced Organisational Communication	12	3
PUR	CON414 Public Communication Campaigns	12	3

¹ Students must choose one strand: ADV, ORC or PUR and study all units in that strand.

Strand: ADV/ORC/PUR²

ADV	CON418 Seminar in Media Strategy	12	3
ORC	CON413 Issues in Intercultural Communication	12	3
PUR	CON409 Financial Communication	12	3
CON408	Crisis Communication	12	3
CON412	International Advertising	12	3

Semester 3

CON416	Readings in Communication	12	3
	Elective Unit	12	3
CON405	Communication Project	24	

Part-Time Course Structure

Credit Points Contact Hrs/Wk

Semester 1

CON406	Communication Strategies	12	3
CON407	Communication Technology & Global Networks	12	3

Semester 2**Strand: ADV/ORC/PUR²**

ADV	CON419 Strategies for Creative Advertising	12	3
ORC	CON401 Advanced Organisational Communication	12	3
PUR	CON414 Public Communication Campaigns	12	3

Strand: ADV/ORC/PUR²

ADV	CON418 Seminar in Media Strategy	12	3
ORC	CON413 Issues in Intercultural Communication	12	3
PUR	CON409 Financial Communication	12	3

Semester 3

CON402	Case Study Development	12	3
CON403	Communicating Breakthrough Service	12	3

Semester 4

CON408	Crisis Communication	12	3
CON412	International Advertising	12	3

Semester 5

CON416	Readings in Communication	12	3
	Elective Unit	12	3

Semester 6

CON405	Communication Project	24	
--------	-----------------------	----	--

□ International Management Major

This degree examines the impact of an increasingly competitive global environment upon management and the organisation, whether they operate internationally or domestically. Specialisations are offered in the fields of International Business, Arts Administration, Fundraising, Industrial Relations, Management, Human Resource Management, Marketing, Public Sector Management and Tourism.

Course Duration

Six semesters part-time, spread over two or three years depending on the number of semesters undertaken per year. The course may be run on a full-time basis, depending upon demand. Please contact the School Administration Officer of the School of Marketing & International Business or the School of Management for details.

Total Credit Points: 144

² Students must choose one strand: ADV, ORC or PUR and study all units in that strand.

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

A degree, or equivalent, in Business or Commerce, with an approved specialisation. An appropriate undergraduate specialisation is required for entry to the specialised units. The availability of the sets of specialised units will depend upon demand.

Course Requirements

All students will undertake the compulsory units, and also select from **one** of the sets of four Specialised Units listed below, to a total of 48 credit points.

Schools may permit students, with the permission of the relevant Head of School and the Course Coordinator, to undertake a research project of up to 24 credit points in lieu of the Area Study in International Business unit and Elective.

Part-Time Course Structure Over Two Years		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSN408	Business & the International Environment Specialisation 1	12 12	3 3
Year 1, Semester 2			
BSN400	Industry Analysis Specialisation 2	12 12	3 3
Year 1, Semester 3			
BSN402	Product & Service Evaluation	12	3
BSN401	Management, the Organisation & International Business	12	3
Year 2, Semester 1			
	Specialisation 3	12	3
BSN403	Product & Service Innovation & Development	12	3
Year 2, Semester 2			
	Area Study in International Business OR Project	12	3
	Elective OR Project	12	3
Year 2, Semester 3			
BSN407	Strategic Business Analysis Specialisation 4	12 12	3 3

Specialised Units

Marketing

MIN419	Seminars in Consumer Behaviour	12	3
MIN422	Seminars in Marketing Management	12	3
MIN413	Market & Business Research	12	3
MIN421	International Marketing	12	3

International Business

Any two of the following three area studies units:

MIN403	Business in Asia	12	3
MIN404	Business in Europe	12	3
MIN405	Business in North America	12	3
	AND		
MIN406	Comparative Regulatory Systems	12	3
MIN46	Special Topic in International Business	12	3

Tourism

MIN433	Tourism: National & International	12	3
MIN431	Tourism Development	12	3

MIN432	Tourism Marketing	12	3
	Area Study in International Business	12	3

Arts and Culture

MIN400	Arts Administration & Society	12	3
MIN415	Marketing for Arts Administrators	12	3
MIN430	The Arts Industry	12	3
	AND		
	Elective approved by the Course Coordinator & Head of School		

Fundraising

MIN408	Fundraising Campaigns	12	3
MIN409	Fundraising Principles	12	3
	Any two electives approved by the Course Coordinator and the Head of School		

Languages Specialisation

Students will be able to take four language units. The language units are those available for the undergraduate Bachelor of Business (International Business) program.

Management

MGN501	Readings in Management	12	3
MGN507	Contemporary Issues in Management	12	3
	Plus two units from:		
MGN502	Advanced Readings in Management I	12	3
MGN526	Advanced Readings in Management II	12	3
MGN524	Special Topic in Management I	12	3
MGN525	Special Topic in Management II	12	3
	OR		
	Other postgraduate unit/s approved by the Course Coordinator		

Human Resource Management

MGN506	Contemporary Issues in HRM	12	3
MGN508	HRM Cases	12	3
	Plus two units from:		
MGN500	Advanced Readings in HRM I	12	3
MGN527	Advanced Readings in HRM II	12	3
MGN528	Special Topic in HRM I	12	3
MGN529	Special Topic in HRM II	12	3
MGN505	Consulting & Change Management	12	3
	OR		
	Other postgraduate unit/s approved by the Course Coordinator		

Industrial Relations

MGN503	Advanced Theory & Comparativism	12	3
MGN512	Industrial Relations & Work Organisation	12	3
	Plus two units from		
MGN400	Australian Industrial Relations	12	3
MGN401	Comparative Industrial Relations	12	3
MGN405	Industrial Relations & the Economy	12	3
MGN407	Industrial Relations Strategies & Policies	12	3

Public Sector Management

MGN516	Policy Analysis	12	3
MGN517	Program Management & Evaluation	12	3
	Plus two units from:		
MIN401	Australian Foreign Affairs & Business	12	3
MIN406	Comparative Regulatory Systems	12	3
	Area Study	12	3

With the approval of the Course Coordinator and Head of School, students may undertake up to 24 credit points as a project in lieu of the area study unit and/or elective.

BSN404	Project 1	12	3
BSN405	Project 2	12	3
BSN406	Project 3	24	6

□ Marketing Major

Course Duration

Six semesters part-time, spread over two or three years depending on the number of semesters undertaken per year. The course may be run on a full-time basis, depending upon demand. Please contact the School of Marketing & International Business's School Administrative Officer for details.

Total Credit Points: 144

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised.

Entry Requirements

A degree, or equivalent, in Business or Commerce, with a specialisation in Marketing.

Course Requirements

All students will be required to undertake the Core Units listed below (marked with a *), totalling 96 credit points, and the 48 credit points of Specialised Marketing Units (marked with a #).

With the permission of the relevant Heads of School and the Course Coordinator, students may be permitted to undertake:

- (i) a research project of up to 24 credit points in lieu of 24 credit points of Core or Specialised Units, or
- (ii) up to 48 credit points of International Business Specialised Units, in lieu of the 48 credit points of Core or Specialised Units. This will provide a strong, international orientation to the program. The Specialised Units are marked #.

Full-Time Course Structure

Semester 1

- MIN419 Seminars in Consumer Behaviour*
- MIN422 Seminars in Marketing Management*
- MIN424 Seminars in Services Marketing*
- MIN421 Seminars in International Marketing*

Semester 2

- MIN423 Seminars in Product Innovation & Development*
- MIN414 Marketing Decision Systems*
- MIN413 Market & Business Research Methods*
- MIN407 Contemporary Issues in Marketing#

Semester 3

- MIN425 Seminars in Strategic Marketing#
- CON421 Seminars in Integrated Marketing Communication*
- MIN411 Industry Competition & Network Analysis#
- MIN429 Strategic Marketing Management#

Part-Time Course Structure for Those Completing in Two Years

Year 1, Semester 1

- MIN419 Seminars in Consumer Behaviour*
- MIN422 Seminars in Marketing Management*

Year 1, Semester 2

- MIN423 Seminars in Production Innovation & Development*
- MIN413 Market & Business Research Methods*

Year 1, Semester 3

- MIN421 Seminars in International Marketing*
- CON421 Seminars in Integrated Marketing Communication*

Year 2, Semester 1

MIN424 Seminars in Services Marketing*
MIN411 Industry Competition & Network Analysis#

Year 2, Semester 2

MIN414 Marketing Decision Systems*
MIN407 Contemporary Issues in Marketing#

Year 2, Semester 3

MIN425 Seminars in Strategic Marketing#
MIN429 Strategic Marketing Management#

International Business Specialised Units

The Area Studies and Tourism units listed below are intended for students wishing to develop a strong International or Tourism focus.

Area Studies

Up to four units from:

MIN403 Business in Asia
MIN404 Business in Europe
MIN405 Business in North America
MIN406 Comparative Regulatory Systems
MIN426 Special Topic in International Business

Tourism

MIN433 Tourism: National & International
MIN431 Tourism Development
MIN432 Tourism Marketing
Area Study in International Business (one of the three listed above)

■ Master of Commerce (BS94)

With specialisations in the fields of Accountancy, Banking and Finance, Business and Taxation Law

Location: Gardens Point campus

Course Duration: 3 semesters full-time, 6 semesters part-time

Total Credit Points: 144

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

Applications for admission to this degree

(a) shall hold a Bachelor of Business from QUT and shall have achieved a level of attainment in an appropriate discipline or disciplines considered by the Academic Board of the Faculty of Business to be acceptable for the purpose of proceeding to a degree of Master (currently GPA of 5),

OR

(b) shall hold, from another tertiary institution or from QUT, qualifications approved by the Academic Board, on the recommendation of the Head of School responsible for the specialisation which the applicant seeks to study, as equivalent to the requirements set out in (a) above.

This course provides advanced level studies in Accountancy, Banking and Finance, and Business and Taxation Law. It assumes a knowledge of Australian business law, company law, taxation law, and accounting and auditing standards. Students (in particular those selecting the Accountancy or Business and Taxation Law specialisations) may be required

to take one or more undergraduate units in order to make good any deficiency in their qualifications to enter the course.

Course Requirements

Students are required to complete satisfactorily 12 units (144 credit points), which may include up to two Research Projects (Project I BSN404, Project II BSN405 – 12 credit points each) OR a 24 Credit Point Project (Project III BSN406).

Units

In selecting units, students may choose from three areas of specialisation: Accountancy, Banking and Finance, and Business and Taxation Law (see Lists One, Two, and Three respectively in the schedule of postgraduate units). The 12 units (144 credit points) must include one of the specialisations consisting of a major sequence of six units (72 credit points) from *one* of the three lists. A project in the relevant area of study may count as 2 units (24 credit points) towards a specialisation. The remaining credit points required for the degree may be chosen from any of the lists, and the unit BSN500 Research Methods.

Research Project

Students must complete BSN500 Research Methods as a prerequisite to enrolment in BSN409 Research Project. The project should reflect the application of theoretical analysis or problem-solving in Accountancy, Banking and Finance, or Business and Taxation Law. Students are advised to seek a topic, and to approach a supervisor, early in their program and to obtain the instruction guide on project presentation.

The project topic proposal must be presented at a seminar to Faculty staff in the semester prior to enrolling in the project. The project will be regarded as the equivalent of six formal hours per week (24 credit points). Part-time students are to enrol in one semester.

Schedule of Postgraduate Units

Units required for the degree may be chosen from Lists One, Two, Three and Four, depending on the options selected for the specialisation. In regard to the specialisations, the Research Project, if chosen, will count as two units (24 credit points) in the relevant area of specialisation; however, BSN500 Research Methods may not be counted towards a specialisation. Up to two minor projects (each 12 credit points) may be counted towards a specialisation.

		Credit Points	Contact Hrs/Wk
List One: Accountancy			
AYN400	Accounting I (PY)	12	3
AYN401	Accounting II (PY)	12	3
AYN402	Accounting Information Systems (PY)	12	3
AYN404	Advanced Company Accounting	12	3
AYN407	Audit Sampling	12	3
AYN408	Auditing (PY)	12	3
AYN409	Auditing Standards & Practice	12	3
AYN413	Computer Auditing	12	3
AYN415	External Reporting Issues	12	3
AYN419	Financial Modelling	12	3
AYN420	Financial Reporting	12	3
AYN423	Internal Auditing	12	3
AYN424	International Accounting	12	3
AYN429	Management Accounting (PY)	12	3
AYN430	Managerial Accounting Issues A	12	3
AYN431	Managerial Accounting Issues B	12	3
AYN432	Public Sector Accounting Issues	12	3
AYN433	Special Topic – Public Accounting	12	3
AYN434	Special Topic – Managerial Accounting	12	3

AYN500	Auditing Honours	12	3
AYN502	Financial Accounting Honours	12	3
AYN503	Managerial Accounting Honours	12	3

List Two: Banking and Finance

AYN401	Accounting 2 (PY)	12	3
AYN429	Managerial Accounting (PY)	12	3
AYN430	Managerial Accounting Issues A	12	3
AYN431	Managerial Accounting Issues B	12	3
AYN503	Managerial Accounting Honours	12	3
EFN400	Advanced Capital Budgeting	12	3
EFN401	Advanced Financial Institutions Management	12	3
EFN408	Special Topic – Finance	12	3
EFN500	Contemporary Macroeconomic Theories	12	3
EFN501	Corporate & Commercial Lending	12	3
EFN502	Developments in Microeconomic Theories	12	3
EFN503	Economic & Financial Modelling	12	3
EFN504	Finance Honours	12	3
EFN505	Financial Risk Management	12	3
EFN506	International Finance	12	3

List Three: Business and Taxation Law

AYN405	Advanced Tax Planning	12	3
AYN406	Advanced Taxation	12	3
AYN421	Indirect Taxation	12	3
AYN422	Insolvency & Reconstruction (PY)	12	3
AYN425	International Taxation	12	3
AYN426	Legal Environment of Business	12	3
AYN427	Liquidations & Receivership	12	3
AYN435	Taxation IA (PY)	12	3
AYN436	Taxation IIB (PY)	12	3
AYN437	Taxation II (PY)	12	3
AYN440	Special Topic – Commercial Law	12	3
AYN501	Commercial Law Honours	12	3
AYN504	Taxation Policy Honours	12	3

List Four: Elective Research Based Units

Major Project

BSN500	Research Methods	12
	AND	
BSN409	Research Project	24

Minor Projects

One or both of:

BSN404	Project I	12
BSN405	Project II	12

Students may not select both the Major and Minor projects.

A number of postgraduate units are equivalent in content to Professional Year (PY) units offered in the program.

Professional Year units may be taken only by students enrolled for the Professional Year with the Institute of Chartered Accountants in Australia. Students not undertaking the PY may enrol in the equivalent postgraduate units, but should note that abnormal timetables apply. Credit cannot be gained for both a PY unit and its equivalent unit.

■ Master of Business (Communication Studies) (BS88)

In the fields of Advertising (ADV), Organisational Communication (ORC) and Public Relations (PUR).

This course is designed for graduates in areas other than Communication.

The coursework covers communication theory and applications to a number of contemporary and emerging issues, including those related to the globalisation of the world economy. Students can specialise in one of three strands: Advertising, Organisational Communication and Public Relations.

This course is designed for completion in one calendar year consisting of three semesters.

Location: Gardens Point campus

Course Duration: 3 semesters full-time, 6 semesters part-time

Total Credit Points: 144

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

An undergraduate degree from a recognised tertiary institution in any area other than Communication (i.e. ADV, ORC or PUR).

Articulation

Articulation with Graduate Diploma in Communication (BS72). Students who have successfully completed the Graduate Diploma in Communication would need to complete a further 48 credit points of study in order to gain a Master of Business (Communication Studies).

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Semester 1			
CON404	Communication Practice for Professionals	12	3
CON420	Theories of Human Communication	12	3
Strand: ADV/ORC/PUR ³			
ADV	CON417 Seminar in Advertising Management	12	3
ORC	CON410 Interpersonal Communication & Negotiation	12	3
PUR	CON415 Public Relations Management	12	3
CON402	Case Study Development	12	3
Semester 2			
Strand: ADV/ORC/PUR ³			
ADV	CON419 Strategies for Creative Advertising	12	3
ORC	CON401 Advanced Organisational Communication	12	3
PUR	CON414 Public Communication Campaigns	12	3
Strand: ADV/ORC/PUR ³			
ADV	CON418 Seminar in Media Strategy	12	3
ORC	CON413 Issues in Intercultural Communication	12	3
PUR	CON409 Financial Communication	12	3
	Elective Unit	12	3
	Elective Unit	12	3
Semester 3			
CON406	Communication Strategies	12	3
CON407	Communication Technology & Global Networks	12	3
CON405	Communication Project	24	

Part-Time Course Structure

Semester 1

CON404	Communication Practice for Professionals	12	3
--------	--	----	---

³ Students must choose one strand: ADV, ORC or PUR and study all units in that strand.



Strand: ADV/ORC/PUR⁴

ADV	CON417 Seminar in Advertising Management	12	3
ORC	CON410 Interpersonal Communication & Negotiation	12	3
PUR	CON415 Public Relations Management	12	3

Semester 2**Strand: ADV/ORC/PUR⁴**

ADV	CON419 Strategies for Creative Advertising	12	3
ORC	CON401 Advanced Organisational Communication	12	3
PUR	CON414 Public Communication Campaigns	12	3
	Elective Unit	12	3

Semester 3

CON420	Theories of Human Communication	12	3
CON402	Case Study Development	12	3

Semester 4**Strand: ADV/ORC/PUR⁴**

ADV	CON418 Seminar in Media Strategy	12	3
ORC	CON413 Issues in Intercultural Communication	12	3
PUR	CON409 Financial Communication	12	3
	Elective Unit	12	3

Semester 5

CON406	Communication Strategies	12	3
CON407	Communication Technology & Global Networks	12	3

Semester 6

CON405	Communication Project	24	
--------	-----------------------	----	--

■ Master of Business (Professional Accounting) (BS89)**Location:** Gardens Point campus**Course Duration:** 3 semesters full-time, 6 semesters part-time**Total Credit Points:** 144**Standard Credit Points/Full-Time Semester:** 48**Tuition Fees (domestic students):** To be advised**Course Coordinator:** To be advised**Entry Requirements**

For Australian residents, an applicant should normally possess:

- (i) an undergraduate degree qualification, except in accounting, from a recognised Australian or overseas institution
- (ii) an academic record deemed to be suitable by the Head, School of Accountancy, or a nominated person, and
- (iii) an appropriate standard of tertiary-level achievement in quantitative methods/statistics. A candidate who has not met this requirement must complete EFN409 Statistical Methods in addition to the normal course requirements.

For international students, as above, plus English language proficiency to an approved standard.

Only non-accounting graduates will be admitted to this course.

⁴ Students must choose one strand: ADV, ORC or PUR and study all units in that strand.

Professional Recognition

Students completing the Master of Business (Professional Accounting) degree meet the academic requirements for Associate membership of the Australian Society of Certified Practising Accountants (ASCPA) and enrolment in the CPA examinations of the ASCPA and the Professional Year examinations of The Institute of Chartered Accountants in Australia.

Students must achieve grades of 4 or better in all units to meet the requirements of the professional bodies.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Semester 1			
AYN416	Financial Accounting 1	12	3
AYN410	Business Law & Ethics	12	3
EFN406	Managerial Finance	12	3
EFN405	Managerial Economics	12	3
Semester 2			
AYN417	Financial Accounting 2	12	3
AYN412	Company Law	12	3
AYN402	Accounting Information Systems	12	3
AYN414	Cost Accounting	12	3
Semester 3			
AYN418	Financial Accounting 3	12	3
AYN411	Company Auditing	12	3
AYN438	Taxation Law & Practice	12	3
AYN439	Management Accounting	12	3
Part-Time Course Structure			
Semester 1			
AYN416	Financial Accounting 1	12	3
AYN410	Business Law & Ethics	12	3
Semester 2			
AYN402	Accounting Information Systems	12	3
AYN414	Cost Accounting	12	3
Semester 3			
EFN405	Managerial Economics	12	3
EFN406	Managerial Finance	12	3
Semester 4			
AYN417	Financial Accounting 2	12	3
AYN412	Company Law	12	3
Semester 5			
AYN418	Financial Accounting 3	12	3
AYN411	Company Auditing	12	3
Semester 6			
AYN438	Taxation Law & Practice	12	3
AYN439	Management Accounting	12	3

■ Master of Business Administration (International) (GS80)

Location: Gardens Point campus

Course Duration: 3 semesters full-time or 6 semesters part-time

The course can be undertaken on a part-time basis subject to the approval of the Dean.

Total Credit Points: 144

Standard Credit Points/Full-Time Semester: 48

Tuition Fees (Domestic Students): To be advised

Entry Requirements

For admission to the above degree an applicant should normally:

- (i) hold a Bachelor Degree in Business, Commerce or Economics or equivalent, from a recognised university, or
- (ii) hold qualifications acceptable to the Dean of the Faculty of Business.

For international students, as above, plus English language proficiency to an approved standard.

Full-Time Course Structure

With inclusion of a summer semester the course may be completed in one calendar year. Students should seek advice on the appropriate sequence for their program of study.

	Credit Points	Contact Hrs/Wk
Semester 1		
Core Units		
GSN208 Personal Development & Ethics for Managers	12	3
GSN101 International Environment of Business	12	3
GSN106 Leading & Managing Internationally	12	3
GSN104 International Management & Business Organisation	12	3
Semester 2		
Core Options		
Three of:		
GSN102 International Finance & Resource Management	12	3
GSN103 International Human Resource Management	12	3
GSN107 Managing Innovation & Enterprise Development	12	3
GSN201 Global Business Networks	12	3
GSN105 International Marketing	12	3
GSN207 Organisational Analysis & Consulting*	12	3
Core Unit		
GSN100 Global Business Strategies	12	3

Semester 3

Elective Study

Students must complete, in Australia or overseas, elective coursework, an international project or an industry placement with a total combined value of 48 credit points.

* Organisational Analysis and Consulting is a compulsory prerequisite for the industry placement.

Elective Units

Electives are drawn from existing core options (not already selected) and postgraduate business units or other approved postgraduate units.

Exemptions/Substitutions

No credit transfer from previous undergraduate studies. Substitutions permitted where previous undergraduate studies are equivalent to particular core and core option units (electives excluded). Credit transfer up to a maximum of six units (72 credit points) permitted from prior postgraduate studies where previous studies are equivalent.

■ Master of Business Administration (Professional) (GS81)

Course Duration: 3 semesters full-time, 6 semesters part-time

Total Credit Points: 144

Standard Credit Points/Full-time Semester: 48

Tuition Fees (Domestic Students): To be advised

Entry Requirements

For admission to the above degree an applicant should normally:

- (i) hold a Bachelor Degree from a recognised university, and
- (ii) have at least two years' appropriate full-time work experience,

OR

- (iii) hold qualifications acceptable to the Dean of the Faculty of Business.

Applicants should also have an appropriate standard of achievement in Quantitative Methods/Statistics at the tertiary level. It is strongly recommended that applicants who do not have an appropriate standard of achievement undertake an approved unit in Quantitative Methods/Statistics within their program of study.

For international students, as above, plus English language proficiency to an approved standard.

Full-Time Course Structure

With inclusion of a summer semester, the course may be completed in one calendar year. Students should seek advice on the appropriate sequence for their program of study.

		Credit Points	Contact Hrs/Wk
Semester 1			
Foundation Units			
GSN204	Management & the Business Environment	12	3
GSN208	Personal Development & Ethics for Managers	12	3
Functional Units			
Two of:			
GSN202	Managerial Accounting	12	3
GSN203	Managerial Economics	12	3
GSN206	Marketing	12	3
GSN205	Managing Human Resources	12	3
GSN201	Global Business Networks	12	3
Semester 2			
Functional Units			
Two of:			
GSN202	Managerial Accounting	12	3
GSN203	Managerial Economics	12	3
GSN206	Marketing	12	3
GSN205	Managing Human Resources	12	3
GSN201	Global Business Networks	12	3
Capstone Units			
GSN200	Business Strategies	12	3
GSN207	Organisational Analysis & Consulting	12	3

Semester 3

Elective Study

Students must complete elective coursework, projects or industry placement with a total combined value of 48 credit points.

Part-Time Course Structure

With inclusion of summer semesters, the course may be completed in a minimum of two calendar years.

		Credit Points	Contact Hrs/Wk
Semester 1			
Foundation Units			
GSN204	Management & the Business Environment	12	3
GSN208	Personal Development & Ethics for Managers	12	3
Semester 2			
Functional Units			
Two of:			
GSN202	Managerial Accounting	12	3
GSN203	Managerial Economics	12	3
GSN206	Marketing	12	3
GSN205	Managing Human Resources	12	3
GSN201	Global Business Networks	12	3
Semester 3			
Functional Units			
Two of:			
GSN202	Managerial Accounting	12	3
GSN203	Managerial Economics	12	3
GSN206	Marketing	12	3
GSN205	Managing Human Resources	12	3
GSN201	Global Business Networks	12	3
Semester 4			
Capstone Units			
GSN207	Organisational Analysis & Consulting	12	3
GSN200	Business Strategies	12	3

Semester 5

Elective Study

Students must complete elective coursework, projects or industry placement with a total combined value of 24 credit points.

Semester 6

Elective Study

Students must complete elective coursework, projects or industry placement with a total combined value of 24 credit points.

Elective Units

Electives are drawn from Functional Units not already selected and postgraduate business units or other approved postgraduate units.

Exemptions/Substitutions

No credit transfer from previous undergraduate studies. Substitutions permitted where previous undergraduate studies are equivalent to particular Foundation, Functional or Capstone units (electives excluded). Credit transfer up to a maximum of six units (72 credit points) permitted from prior postgraduate studies where previous studies are equivalent.

Articulation

The MBA (Professional) articulates with QUT's Graduate Diploma in Business Administration and Graduate Certificate in Management courses. The extent of articulation will depend upon units studied in these courses. Students may exit from the MBA (Professional) with an award of Graduate Certificate in Management or Graduate Diploma in Business Administration if they have fulfilled the requirements of one or other of these

courses. They will need to compete again for admission if they wish to undertake the MBA at a later date.

■ Graduate Diploma in Advanced Accounting (BS70)

Location: Gardens Point campus

Course Duration: 2 semesters full-time, 4 semesters part-time

Total Credit Points: 96

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

Applicants should hold a degree or a diploma from a recognised tertiary institution, with an appropriate major in Accounting. In the case of a diploma, additional work may be required.

This course provides advanced level studies in Accountancy, Banking and Finance, and Business and Taxation Law. It assumes a knowledge of Australian business law, company law, taxation law, and accounting and auditing standards.

Students may be required to take one or more undergraduate units in order to make good any deficiency in their qualifications to enter the postgraduate course.

Course Requirements

The student must complete eight units (96 credit points total). A minimum of six units must be selected from Lists One, Two and Three. Up to two postgraduate units may be selected from List Four or from any postgraduate units offered within QUT or elsewhere, subject to the approval of the Course Coordinator.

Course Structure

	Credit Points	Contact Hrs/Wk
List One: Accountancy		
AYN400 Accounting I (PY)	12	3
AYN401 Accounting 2 (PY)	12	3
AYN402 Accounting Information Systems	12	3
AYN404 Advanced Company Accounting	12	3
AYN407 Audit Sampling	12	3
AYN408 Auditing (PY)	12	3
AYN409 Auditing Standards & Practice	12	3
AYN413 Computer Auditing	12	3
AYN415 External Reporting Issues	12	3
AYN419 Financial Modelling	12	3
AYN420 Financial Reporting	12	3
AYN423 Internal Auditing	12	3
AYN424 International Accounting	12	3
AYN429 Management Accounting (PY)	12	3
AYN430 Managerial Accounting Issues A	12	3
AYN431 Managerial Accounting Issues B	12	3
AYN432 Public Sector Accounting Issues	12	3
AYN433 Special Topic – Public Accounting	12	3
AYN434 Special Topic – Managerial Accounting	12	3
AYN500 Auditing Honours	12	3
AYN502 Financial Accounting Honours	12	3
AYN503 Managerial Accounting Honours	12	3
List Two: Banking and Finance		
AYN401 Accounting 2 (PY)	12	3
AYN429 Managerial Accounting (PY)	12	3

AYN430	Managerial Accounting Issues A	12	3
AYN431	Managerial Accounting Issues B	12	3
AYN503	Managerial Accounting Honours	12	3
EFN400	Advanced Capital Budgeting	12	3
EFN401	Advanced Financial Institutions Management	12	3
EFN408	Special Topic – Finance	12	3
EFN500	Contemporary Macroeconomic Theories	12	3
EFN501	Corporate & Commercial Lending	12	3
EFN502	Developments in Microeconomic Theories	12	3
EFN503	Economic & Financial Modelling	12	3
EFN504	Finance Honours	12	3
EFN505	Financial Risk Management	12	3
EFN506	International Finance	12	3

List Three: Business and Taxation Law

AYN405	Advanced Tax Planning	12	3
AYN406	Advanced Taxation	12	3
AYN421	Indirect Taxation	12	3
AYN422	Insolvency & Reconstruction (PY)	12	3
AYN425	International Taxation	12	3
AYN426	Legal Environment of Business	12	3
AYN427	Liquidations & Receivership	12	3
AYN435	Taxation IA (PY)	12	3
AYN436	Taxation IB (PY)	12	3
AYN437	Taxation II (PY)	12	3
AYN440	Special Topic – Commercial Law	12	3
AYN501	Commercial Law Honours	12	3
AYN504	Taxation Policy Honours	12	3

List Four: Electives

MAN009	Experimental Design & Statistical Analysis	12	3
MGN402	Government–Business Relations	12	3
MGN412	People in Organisations	12	3
MGN504	Business Policy	12	3

Professional Year Higher Degree Program

The Professional Year Higher Degree Program (PYHDP) allows people employed with a chartered accountant in public practice to complete their Professional Year (PY) studies at QUT within the Graduate Diploma in Advanced Accounting.

The PYHDP does not run independently of the PY program as offered by the Institute of Chartered Accountants in Australia (ICAA). QUT presents this program in accordance with the ICAA PY syllabus, program and timetable. Students must enrol with the ICAA as well as with QUT. Not only will they complete the same workshops and module examinations as other PY candidates, they will also be required to complete and pass internal assessment set by this University.

Students enrolled in the PYHDP must complete the following course of study:

AYN400	Accounting I (PY)
AYN401	Accounting II (PY)
AYN420	Financial Reporting
AYN435	Taxation IA (PY)
AYN436	Taxation IB (PY)
	Elective Unit
	Elective Unit

Plus one of:

AYN402	Accounting Information Systems (PY)
AYN408	Auditing (PY)
AYN422	Insolvency & Reconstruction (PY)
AYN429	Management Accounting (PY)
AYN437	Taxation II (PY)

Postgraduate units will be offered every year subject to staff availability and student numbers.

Units Offered

Semester 1

AYN401	Accounting 2 (PY)	12	3
AYN405	Advanced Tax Planning	12	3
AYN406	Advanced Taxation	12	3
AYN407	Audit Sampling	12	3
AYN408	Auditing (PY)	12	3
AYN409	Auditing Standards & Practice	12	3
AYN420	Financial Reporting	12	3
AYN425	International Taxation	12	3
AYN429	Management Accounting (PY)	12	3
AYN430	Managerial Accounting Issues A	12	3
AYN431	Managerial Accounting Issues B	12	3
AYN435	Taxation IA (PY)	12	3
AYN500	Auditing Honours	12	3
AYN501	Commercial Law Honours	12	3
AYN502	Financial Accounting Honours	12	3
AYN503	Managerial Accounting Honours	12	3
AYN504	Taxation Policy Honours	12	3
EFN400	Advanced Capital Budgeting	12	3
EFN500	Contemporary Macroeconomic Theories	12	3
EFN501	Corporate & Commercial Lending	12	3
EFN502	Development in Microeconomic Theories	12	3
EFN504	Finance Honours	12	3

Semester 2

AYN400	Accounting I (PY)	12	3
AYN402	Accounting Information Systems (PY)	12	3
AYN404	Advanced Company Accounting	12	3
AYN413	Computer Auditing	12	3
AYN415	External Reporting Issues	12	3
AYN419	Financial Modelling	12	3
AYN421	Indirect Taxation	12	3
AYN422	Insolvency & Reconstruction (PY)	12	3
AYN423	Internal Auditing	12	3
AYN424	International Accounting	12	3
AYN426	Legal Environment of Business	12	3
AYN427	Liquidations & Receivership	12	3
AYN432	Public Sector Accounting Issues	12	3
AYN436	Taxation IB (PY) (Note: Classes begin in April)	12	3
AYN437	Taxation II (PY)	12	3
EFN401	Advanced Financial Institutions Management	12	3
EFN408	Special Topic – Economics & Finance	12	3
EFN503	Economic & Financial Modelling	12	3
EFN505	Financial Risk Management	12	3
EFN506	International Finance	12	3

■ Graduate Diploma in Communication (BS72)

In the fields of Advertising, Organisational Communication and Public Relations.

Location: Gardens Point campus

Course Duration: 2 semesters full-time, 4 semesters part-time

Total Credit Points: 96

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

A degree from a recognised tertiary institution or equivalent.

SPECIAL ENTRY

A limited number of places will be available to practitioners in the relevant professions who, while possessing no formal degree, can demonstrate and document significant experiential grasp of their professions. These candidates will be senior members of their profession.

An applicant who does not meet the requirements for normal entry may present documentary evidence of qualifications, experience and other relevant information for special consideration.

Course Requirements

Bachelor of Business (Communication) graduates, if they enrol in the Graduate Diploma course, must select a major different from their undergraduate major. These students also undertake CON406 Communication Strategies instead of CON420 Theories of Human Communication, and CON407 Communication Technology and Global Networks instead of CON404 Communication Practice for Professionals.

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
ADVERTISING		
Year 1, Semester 1		
CON404 Communication Practice for Professionals	12	3
CON420 Theories of Human Communication	12	3
CON417 Seminar in Advertising Management	12	3
COB315 Direct Response Advertising	12	3
Year 1, Semester 2		
CON419 Strategies for Creative Advertising	12	3
CON418 Seminar in Media Strategy	12	3
Elective Unit	12	3
Elective Unit	12	3

Part-Time Course Structure

Year 1, Semester 1		
CON404 Communication Practice for Professionals	12	3
CON420 Theories of Human Communication	12	3
Year 1, Semester 2		
CON419 Strategies for Creative Advertising	12	3
CON418 Seminar in Media Strategy	12	3
Year 2, Semester 1		
CON417 Seminar in Advertising Management	12	3
Elective Unit	12	3
Year 2, Semester 2		
COB315 Direct Response Advertising	12	3
Elective Unit	12	3

ORGANISATIONAL COMMUNICATION

Year 1, Semester 1		
CON404 Communication Practice for Professionals	12	3
CON410 Interpersonal Communication & Negotiation	12	3
CON420 Theories of Human Communication	12	3
Elective Unit	12	3

Year 1, Semester 2

CON401	Advanced Organisational Communication	12	3
CON413	Issues in Intercultural Communication	12	3
COB332	Issues in Publishing Elective Unit	12	3

Part-Time Course Structure**Year 1, Semester 1**

CON404	Communication Practice for Professionals	12	3
CON410	Interpersonal Communication & Negotiation	12	3

Year 1, Semester 2

CON401	Advanced Organisational Communication	12	3
CON413	Issues in Intercultural Communication	12	3

Year 2, Semester 1

CON420	Theories of Human Communication Elective Unit	12	3
		12	3

Year 2, Semester 2

COB332	Issues in Publishing Elective Unit	12	3
		12	3

PUBLIC RELATIONS**Year 1, Semester 1**

COB329	Publicity Methods	12	3
CON404	Communication Practice for Professionals	12	3
CON415	Public Relations Management	12	3
CON420	Theories of Human Communication	12	3

Year 1, Semester 2

COB322	Public Communication Campaigns	12	3
CON409	Financial Communication Elective Unit Elective Unit	12 12 12	3 3 3
		12	3

Part-Time Course Structure**Year 1, Semester 1**

CON404	Communication Practice for Professionals	12	3
CON415	Public Relations Management	12	3

Year 1, Semester 2

COB322	Public Communication Campaigns	12	3
CON409	Financial Communication	12	3

Year 2, Semester 1

COB329	Publicity Methods	12	3
CON420	Theories of Human Communication	12	3

Year 2, Semester 2

	Elective Unit	12	3
	Elective Unit	12	3

Articulation with Masters Programs

Students who complete the Graduate Diploma in Communication can articulate into either the Master of Business – Communication Studies (for those students without an undergraduate degree in Communication) OR the Master of Business with a major in Communication (for those students with a Communication undergraduate degree). Students would need to complete a further 48 credit points of study in order to gain a Master of Business.

■ Graduate Diploma in Industrial Relations (BS74)

Course Duration: 2 semesters full-time, 4 semesters part-time

Total Credit Points: 96

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

To be eligible for admission, an applicant must hold an approved degree or equivalent from a recognised tertiary institution. However, there exists provision for special entry for people without a degree but with appropriate industrial relations experience.

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
Year 1, Semester 1		
AYP401 Employment Law	12	3
MGN401 Comparative Industrial Relations	12	3
MGN408 Industrial Relations Theory	12	3
Select one of the following units:		
MGN400 Australian Industrial Relations Elective Unit	12	3
Year 1, Semester 2		
AYP400 Australian Industrial Law	12	3
MGN407 Industrial Relations Strategies & Policies	12	3
MGN405 Industrial Relations & the Economy	12	3
Select one of the following units:		
MGN406 Industrial Relations Processes Elective Unit	12	3

Part-Time Course Structure

Year 1, Semester 1

AYP401 Employment Law	12	3
MGN401 Comparative Industrial Relations	12	3

Year 1, Semester 2

AYP400 Australian Industrial Law	12	3
MGN405 Industrial Relations & the Economy	12	3

Year 2, Semester 1

MGN408 Industrial Relations Theory	12	3
Select one of the following units:		
MGN400 Australian Industrial Relations Elective Unit	12	3

Year 2, Semester 2

MGN407 Industrial Relations Strategies & Policies	12	3
Select one of the following units:		
MGN406 Industrial Relations Processes Elective Unit	12	3
Elective Units		

Elective units to be selected from:

MGN409 Introduction to Management	12	3
MGN412 People in Organisations	12	3
GSN205 Managing Human Resources	12	3

and approved Occupational Health and Safety units.

Elective units are subject to approval by the Course Coordinator.

■ Graduate Diploma in Business Administration (GS70)

The GDBA is designed as a first course in business for people with work experience and a degree from another discipline. It provides general business administration education by taking its core units from the MBA (Professional) program. The elective unit component allows students to gain knowledge in specific areas.

Majors will be offered in a range of areas such as Accounting, Arts Administration, Human Resource Management, Management Marketing, Strategic Management and Fundraising.

Location: Gardens Point campus

Course Duration: 2 semesters full-time, 4 semesters part-time

Total Credit Points: 96

Standard Credit Points/Full-Time Semester: 48

Tuition Fees (Domestic Students): To be advised

Course Coordinator: To be advised

Course Location: Gardens Point campus. In-house delivery can be negotiated for business clients.

Entry Requirements:

A candidate for entry into the Graduate Diploma of Business Administration program should normally possess:

- (i) an undergraduate degree in an area other than business from a recognised Australian or overseas institution, and
- (ii) at least two years of appropriate full-time work experience or equivalent.

For international students, as above, plus English language proficiency to an approved standard.

Mature age applicants without a degree but with extensive work experience at senior level may be considered for special entry.

Course Structure

Consists of eight units of 12 credit points each. At least four of these units will be core units, the remainder will be electives. Core units and electives will be specified for each major, and will be available from the Graduate School office.

Articulation

This course articulates with the MBA (Professional). The extent of articulation will depend upon choice of elective units.

■ Graduate Certificate in Management (BS30)

Location: Gardens Point campus

Course Duration: 1 semester full time, 2 semesters part-time

Total Credit Points: 48

Standard Credit Points/Full-time Semester: 48

Tuition Fees (Domestic Students): To be advised

Location: Gardens Point campus, or in-house for corporate clients.

Course Coordinator: To be advised

Entry Requirements

A candidate for entry into the Graduate Certificate in Management should normally possess:

- (i) a degree from a recognised Australian or overseas university, and
- (ii) at least two years' full-time work experience or equivalent.

Applicants without a degree but with extensive experience at a senior level may be considered for special entry.

Course Structure

Graduate certificates normally consists of four units of 12 credit points each. A different combination of units is specified for each certificate option.

Course Options

A range of options is available, including: Accounting; Arts Administration; Human Resource Management; Management; Strategic Management; Writing, Editing & Publishing; Marketing; Fundraising.

Articulation

This course articulates with the GDBA and the MBA (Professional). The extent of articulation will depend upon the certificate option chosen and on elective choices within that option.

■ Bachelor of Business (Honours) (BS63)

In the fields of Accountancy, Banking and Finance, Communication, Economics, Human Resource Management, International Business, Management and Marketing.

Location: Gardens Point campus

Course Duration: 2 semesters full-time, 4 semesters part-time

Total Credit Points: 96

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Entry Requirements

Applicants for admission to candidature for a Bachelor of Business (Honours) shall:

- (i) hold a Bachelor of Business from QUT which includes a major in the area of intended Honours level study and shall have achieved a grade point average (GPA) of 5 or better in units studied in the three years of undergraduate study, OR
- (ii) hold from QUT or another tertiary institution, qualifications approved by the Faculty of Business Academic Board as equivalent to the requirements set out in paragraph (i), OR
- (iii) have other qualifications and experience which is considered by the Course Coordinator to qualify for admission.

Applications for admission to Honours will normally be at the end of the final year of the pass degree, or within 18 months of completing the pass degree.

Course Requirements

Students must complete four units (48 credit points) and a dissertation (48 credit points), as per the programs of study described below for the area of Honours study. Coursework units and dissertation will be graded on a 1–7 scale. The Course Coordinator, in conjunction with

dissertation examiners and supervisors will recommend awards of 1st class, 2nd class division A, 2nd class division B, or 3rd class Honours on the basis of GPA to the Academic Board.

PROGRAM FOR ACCOUNTANCY, ECONOMICS AND BANKING & FINANCE

Students must complete three prescribed units (36 credit points), one elective (12 credit points) and a dissertation (48 credit points).

(i) **Compulsory Unit – All Students**

BSN500 Research Methods

(ii) **Units in Accountancy**

Two of the following units:

AYN500 Auditing Honours
AYN501 Commercial Law Honours
AYN502 Financial Accounting Honours
AYN503 Managerial Accounting Honours
AYN504 Taxation Policy Honours
OR

Units in Economics (Compulsory)

EFN502 Developments in Microeconomic Theories
EFN500 Contemporary Macroeconomic Theories
OR

Units in Banking and Finance (Compulsory)

EFN504 Finance Honours
EFN505 Financial Risk Management

(iii) **Electives**

The elective unit may be taken from any level 4 or 5 postgraduate units offered by the Schools of Accountancy, and Economics and Finance, or by other Schools within the Faculty of Business, subject to the approval of the Course Coordinator or Head of School.

(iv) **Compulsory Dissertation – All Students**

BSN501 Dissertation (48 credit points)

PROGRAM FOR HUMAN RESOURCES MANAGEMENT, INTERNATIONAL BUSINESS, MANAGEMENT & MARKETING

Under the umbrella of Management and Human Resource Management, students may undertake a specialisation in Industrial Relations, Public Sector Management or Organisational Futures. Students will need to have completed the relevant specialisation in their undergraduate degree. Details are available from the School Administration Officer, School of Management.

Under the umbrella of International Business, students may be able to take specialised studies in Industry Economics. Details are available from the School Administration Officer, School of Marketing and International Business.

(i) **Compulsory Units – All Students**

BSN502 Research Methodology
BSN503 Research Seminars

(ii) **Two units from the area of Honours study:**

Units in Human Resource Management (Compulsory)

MGN506 Contemporary Issues in HRM
MGN508 HRM Cases
OR

Units in International Business

Two units from one of the following sets of units (approved by the Course Coordinator)

International Business

- MIN403 Business in Asia
- MIN404 Business in Europe
- MIN405 Business in North America
- MIN406 Comparative Regulatory Systems
- MIN426 Special Topic – International Business

Tourism

- MIN433 Tourism: National and International
- MIN431 Tourism Development
- MIN432 Tourism Marketing
- Area Study (one from the list of approved units)

Arts and Culture

- MIN400 Arts Administration and Society
- MIN430 The Arts Industry
- MIN415 Marketing for Arts Administrators
- MIN409 Fundraising Principles
- MIN408 Fundraising Campaigns
- OR

Units in Management (Compulsory)

- MGN501 Readings in Management
- MGN507 Contemporary Issues in Management
- OR

Units in Marketing

Two of the following units (approved by the Course Coordinator):

- MIN419 Seminars in Consumer Behaviour
- MIN422 Seminar in Marketing Management
- MIN413 Market and Business Research Methods
- MIN421 Seminars in International Marketing
- MIN423 Seminars in Product Innovation and Development
- MIN414 Marketing Decision Systems
- CON421 Seminars in Integrated Marketing Communication
- MIN424 Seminars in Services Marketing
- MIN425 Seminars in Strategic Marketing
- MIN407 Contemporary Issues in Marketing
- MIN411 Industry Competition and Network Analysis
- MIN429 Strategic Marketing Management

(iii) Compulsory Dissertation – All Students

- BSN501 Dissertation (48 credit points)

PROGRAM FOR COMMUNICATION

Students must complete four prescribed units (48 credit points) and a dissertation (48 credit points). Research can also be undertaken in the fields of Advertising, Organisational Communication, and Public Relations.

(i) Compulsory Units

- CON406 Communication Strategies
- CON407 Communication Technology and Global Networks
- CON500 Research Methods
- CON501 Research Seminar

(ii) Compulsory Dissertation

- BSN501 Dissertation (48 credit points)

■ Bachelor of Business (BS56)

Note: Students enrolled in pre-1996 courses should consult the 1995 Handbook and course summary sheets for course details.

Location: Gardens Point campus

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Course Coordinator: To be advised

Major Coordinators: All Major Coordinators to be advised

Special Requirements for the Bachelor of Business Degree in the Faculty of Business

- Except in exceptional circumstances, and with the approval of the Dean of Faculty, a full-time student may enrol only in units selected from those contained in the normal course program for Semesters 1 and 2 in the first year of study. Similarly, a part-time student may select units only from those listed for Years 1 and 2 in the first two years of study.
- Except with the approval of the Dean, a student must enrol for more than one unit in any semester.
- It is Faculty of Business policy that a grade of 4 or higher is required in prerequisite units before a student can enrol in further units.
- Copies of Faculty Rules and Procedures are available at the Business Enquiries Counter and distributed at Faculty orientation to all commencing students.

Course Requirements

Students commencing the Bachelor of Business must complete the following requirements:

- (i) 24 units totalling 288 credit points
 - (ii) these units will comprise:
 - (a) eight Faculty Core Units (as listed below)
 - (b) the relevant block of six Major Core Units (outlined below)and one of the following:
 - (c) (i) Extended Major (six units)
OR
 - (ii) Double Major (six units)
OR
 - (iii) Specialisation (six units)
- plus four electives or a minor of four units.

(a) FACULTY CORE UNITS

BSB110	Accounting
BSB111	Business Ethics
BSB112	Business Technology & Information
BSB113	Economics
BSB114	Government, Business & Society
BSB116	Marketing & International Business
BSB115	Management, People & Organisations
BSB117	Professional Communication & Negotiation

(b) MAJOR CORE UNITS

Accounting

AYB121	Financial Accounting
EFB101	Data Analysis for Business
AYB221	Computerised Accounting Systems
AYB120	Business Law
AYB220	Company Accounting
AYB301	Auditing

Banking and Finance

- EFB101 Data Analysis for Business
- EFB102 Economics II
- EFB201 Australian Financial Markets
- EFB210 Finance I
- EFB307 Finance II
- EFB312 International Finance & Economics

Communication

- COB203 Communication Research Methods
- COB213 Strategic Speech Communication
- COB216 Theoretical Perspectives on Communication
- COB217 Writing for the Communication Professions
- COB309 Applied Communication Research
- COB310 Communication Issues

Economics

- EFB101 Data Analysis for Business
- EFB102 Economics II
- EFB202 Business Cycles & Economic Growth
- EFB211 Firms, Markets & Resources
- EFB305 Current Economic Policy Challenges
- EFB314 International Trade & Economic Competitiveness

Human Resource Management

- MGB100 Methods & Analysis
- MGB207 Managing Human Resources
- MGB211 Organisational Behaviour
- MGB217 Training & Development I
- MGB328 Work & Performance
- MGB320 Recruitment & Selection I

International Business

- BSB300 Management, the Firm & International Business
- MIB202 Business & the World Economy
- MIB203 Comparative Regulatory Systems
- MIB211 Globalisation & Business

and any one of the following pairs of area study units:

- MIB200 Asian Business Development
- MIB317 Contemporary Business in Asia
- MIB208 European Business Development
- MIB300 Contemporary Business in Europe
- MIB219 North American Business Development
- MIB301 Contemporary Business in North America

Management

- MGB100 Methods & Analysis
- MGB207 Managing Human Resources
- MGB210 Operations, Production & Service Management
- MGB211 Organisational Behaviour
- MGB303 Entrepreneurship
- MGB309 Strategic Management

Marketing

- EFB101 Data Analysis for Business
- MIB204 Consumer Behaviour
- MIB213 International Marketing
- MIB217 Marketing Management
- MIB305 Market Research
- MIB315 Strategic Marketing

DEFINITIONS

Extended Major: an additional group of six specified units in the same discipline area as the major core.

Double Major: a second major core (six units).

Specialisation: a coherent group of six specified units in a discipline area.

Minor: a coherent group of four specified units in a discipline area.

Elective: a unit of 12 credit points chosen from any degree course at QUT. Electives may also be taken at other recognised universities if the student obtains written approval from the Course Coordinator.

□ Accountancy Major (ACA)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition

Students completing the Bachelor of Business (Accountancy) degree satisfy the academic requirements for membership of various professional associations and statutory bodies.

The degree is recognised for membership as satisfying the academic requirements of the following associations and bodies: Australian Society of Certified Practising Accountants (ASCPA); Institute of Chartered Accountants in Australia (ICAA); Companies Auditors Board (CAB); Tax Agents Registration Board (TARB). The degree is also recognised for undergraduate membership by the Institute of Chartered Secretaries and Administrators (ICS&A) and also the Institute of Corporate Managers, Secretaries and Administrators (ICMS&A) provided students complete AYB305 Company Law and Practice, EFB307 Finance II, EFB308 Finance III and AYB321 Management Accounting Theory as electives.

Students completing the Extended Major in Professional Accounting or Business Law and Taxation meet the academic requirements for Associate membership of the Australian Society of Certified Practising Accountants (ASCPA) and enrolment in the CPA examinations of the ASCPA and the Professional Year (PY) examinations of The Institute of Chartered Accountants in Australia. Students completing the Business Computing Extended Major satisfy the requirements for Associate membership of the ASCPA and meet partially the academic requirements for Associate membership of the Australian Computer Society. To be eligible for enrolment in the CPA and PY examinations, such students must complete two additional units – AYB223 Law of Business Associations and AYB325 Taxation Law.

Students must achieve grades of 4 or better in all units to meet the requirements of the professional bodies.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

EXTENDED MAJOR IN PROFESSIONAL ACCOUNTING

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB116	Marketing & International Business	12	3
BSB110	Accounting	12	4
BSB113	Economics	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB112	Business Technology & Information	12	3
EFB102	Economics II	12	3
AYB120	Business Law	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB111	Business Ethics	12	3
EFB101	Data Analysis for Business	12	3
AYB220	Company Accounting	12	4
AYB221	Computerised Accounting Systems	12	4

Year 2, Semester 2

AYB223	Law of Business Associations	12	3
BSB115	Management, People & Organisations	12	3
AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 3, Semester 1

AYB325	Taxation Law	12	3
AYB301	Auditing	12	3
EFB210	Finance I	12	4
	Elective Unit	12	3

Year 3, Semester 2

AYB311	Financial Accounting Theory		
	OR		
AYB321	Management Accounting Theory	12	4
	Elective Unit	12	3
	Elective Unit	12	3
	Elective Unit	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB110	Accounting	12	4
BSB113	Economics	12	3

Year 1, Semester 2

EFB102	Economics II	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB116	Marketing & International Business	12	3
BSB114	Government, Business & Society	12	3

Year 2, Semester 2

BSB112	Business Technology & Information	12	3
AYB120	Business Law	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
EFB101	Data Analysis for Business	12	3

Year 3, Semester 2

AYB223	Law of Business Associations	12	3
BSB115	Management, People & Organisations	12	3

Year 4, Semester 1

AYB220	Company Accounting	12	4
AYB221	Computerised Accounting Systems	12	4

Year 4, Semester 2

AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 5, Semester 1

AYB325	Taxation Law	12	3
AYB301	Auditing	12	3

Year 5, Semester 2

AYB311	Financial Accounting Theory OR	12	4
AYB321	Management Accounting Theory Elective Unit	12 12	4 3

Year 6, Semester 1

EFB210	Finance I Elective Unit	12 12	4 3
--------	----------------------------	----------	--------

Year 6, Semester 2

	Elective Unit	12	3
	Elective Unit	12	3

EXTENDED MAJOR IN BUSINESS LAW AND TAXATION**Full-Time Course Structure**

**Credit
Points** **Contact
Hrs/Wk**

Year 1, Semester 1

BSB116	Marketing & International Business	12	3
BSB110	Accounting	12	4
BSB113	Economics	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB112	Business Technology & Information	12	3
EFB102	Economics II	12	3
AYB120	Business Law	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB111	Business Ethics	12	3
EFB101	Data Analysis for Business	12	3
AYB220	Company Accounting	12	4
AYB223	Law of Business Associations	12	3

Year 2, Semester 2

AYB325	Taxation Law	12	3
BSB115	Management, People & Organisations	12	3
AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 3, Semester 1

AYB301	Auditing	12	3
EFB210	Finance I Extended Major Elective Unit Extended Major Elective Unit	12 12 12	4 3 3

Year 3, Semester 2

AYB311	Financial Accounting Theory OR	12	4
AYB321	Management Accounting Theory Extended Major Elective Unit Extended Major Elective Unit	12 12 12	4 3 3
AYB221	Computerised Accounting Systems	12	4

Part-Time Course Structure**Year 1, Semester 1**

BSB110	Accounting	12	4
BSB113	Economics	12	3

Year 1, Semester 2

EFB102	Economics II	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB116	Marketing & International Business	12	3
BSB114	Government, Business & Society	12	3

Year 2, Semester 2

BSB112	Business Technology & Information	12	3
AYB120	Business Law	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
AYB223	Law of Business Associations	12	3

Year 3, Semester 2

AYB325	Taxation Law	12	3
BSB115	Management, People & Organisations	12	3

Year 4, Semester 1

AYB220	Company Accounting	12	4
EFB101	Data Analysis for Business	12	3

Year 4, Semester 2

AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 5, Semester 1

AYB301	Auditing	12	3
	Extended Major Elective Unit	12	3

Year 5, Semester 2

AYB311	Financial Accounting Theory OR	12	4
AYB321	Management Accounting Theory Extended Major Elective Unit	12 12	4 3

Year 6, Semester 1

EFB210	Finance I	12	4
	Extended Major Elective Unit	12	3

Year 6, Semester 2

AYB221	Computerised Accounting Systems	12	4
	Extended Major Elective Unit	12	3

Extended Major Electives

AYB324	Taxation Disputes	12	3
AYB303	Commercial & Securities Law	12	3
AYB305	Company Law & Practice	12	3
AYB316	Insolvency Law & Practice	12	3
AYB314	Indirect Taxation	12	3
AYB323	Tax Planning	12	3
AYB326	Taxation of Business Entities	12	3
AYB318	International Taxation	12	3

EXTENDED MAJOR IN BUSINESS COMPUTING**Full-Time Course Structure**

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB116	Marketing & International Business	12	3
BSB110	Accounting	12	4
BSB113	Economics	12	3
BSB114	Government, Business & Society	12	3
Year 1, Semester 2			
BSB112	Business Technology & Information	12	3
EFB102	Economics II	12	3
CSB155	Introduction to Computing	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB111	Business Ethics	12	3
EFB101	Data Analysis for Business	12	3
AYB220	Company Accounting	12	4
AYB221	Computerised Accounting Systems	12	4

Year 2, Semester 2

ITB221	Laboratory 3 (Commercial Programming)	12	3
BSB115	Management, People & Organisations	12	3
AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 3, Semester 1

ITB222	Systems Analysis & Design 1	12	3
AYB301	Auditing	12	3
EFB210	Finance I	12	4
ITB520	Data Communications	12	3

Year 3, Semester 2

AYB311	Financial Accounting Theory OR	12	4
AYB321	Management Accounting Theory	12	4
ITB242	Decision Support Systems	12	3
AYB309	Computer Security & Audit	12	3
AYB120	Business Law	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB110	Accounting	12	4
BSB113	Economics	12	3

Year 1, Semester 2

EFB102	Economics II	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB112	Business Technology & Information	12	4
BSB114	Government, Business & Society	12	3

Year 2, Semester 2

BSB116	Marketing & International Business	12	3
CSB155	Introduction to Computing	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
EFB101	Data Analysis for Business	12	3

Year 3, Semester 2

ITB221	Laboratory 3 (Commercial Programming)	12	3
BSB115	Management, People & Organisations	12	3

Year 4, Semester 1

AYB220	Company Accounting	12	4
AYB221	Computerised Accounting Systems	12	4

Year 4, Semester 2

AYB225	Management Accounting I	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 5, Semester 1

ITB222	Systems Analysis & Design 1	12	3
AYB301	Auditing	12	3

Year 5, Semester 2

AYB311	Financial Accounting Theory OR	12	4
AYB321	Management Accounting Theory	12	4
AYB309	Computer Security & Audit	12	3

Year 6, Semester 1

EFB210	Finance I	12	4
ITB520	Data Communications	12	3

Year 6, Semester 2

ITB242	Decision Support Systems	12	3
AYB120	Business Law	12	3

SPECIALISATIONS FOR BUSINESS MAJORS**Accounting**

AYB121	Financial Accounting	12	4
AYB221	Computerised Accounting Systems	12	4
AYB220	Company Accounting	12	4
AYB225	Management Accounting I	12	4

Plus **two** of the following:

AYB226	Management Accounting II	12	4
AYB311	Financial Accounting Theory	12	4
AYB321	Management Accounting Theory	12	4
AYB313	Government Accounting	12	3
AYB300	Accounting in an International Environment	12	3

Business Law

AYB120	Business Law	12	3
AYB223	Law of Business Associations	12	3
AYB325	Taxation Law	12	3

Plus **three** of the following:

AYB312	Financial Institutions Law	12	3
AYB315	Industrial Law	12	3
AYB317	International Business Law	12	3
AYB305	Company Law & Practice	12	3
AYB326	Taxation of Business Entities	12	3

CONCENTRATIONS FOR NON-BUSINESS MAJORS AVAILABLE FROM THE SCHOOL OF ACCOUNTANCY**Accounting**

BSB110	Accounting	12	4
AYB121	Financial Accounting	12	4
AYB221	Computerised Accounting Systems	12	4
AYB220	Company Accounting	12	4
AYB225	Management Accounting I	12	4

Plus **one** of the following:

AYB226	Management Accounting II	12	4
AYB311	Financial Accounting Theory	12	4
AYB321	Management Accounting Theory	12	4
AYB313	Government Accounting	12	3
AYB300	Accounting in an International Environment	12	3

Business Law

BSB114	Government, Business & Society	12	3
AYB120	Business Law	12	3
AYB223	Law of Business Associations	12	3
AYB325	Taxation Law	12	3

Plus **two** of the following:

AYB312	Financial Institutions Law	12	3
AYB315	Industrial Law	12	3
AYB317	International Business Law	12	3
AYB305	Company Law & Practice	12	3
AYB326	Taxation of Business Entities	12	3

□ Banking and Finance Major (BKF)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition

The degree is recognised as satisfying the academic requirements for Senior Associate Membership of the Australian Institute of Banking and Finance. If the units AYB305 Company Law and Practice, AYB223 Law of Business Associations and EFB308 Finance III are included as electives, students will satisfy the academic requirements for membership of the Chartered Institute of Company Secretaries in Australia.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

BANKING AND FINANCE MAJOR

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB112	Business Technology & Information	12	3
BSB113	Economics	12	3
BSB114	Government, Business & Society	12	3
BSB116	Marketing & International Business	12	3
Year 1, Semester 2			
BSB110	Accounting	12	3
BSB115	Management, People & Organisations	12	3
EFB101	Data Analysis for Business	12	3
EFB102	Economics II	12	3
Year 2, Semester 1			
AYB120	Business Law	12	3
BSB111	Business Ethics	12	3
BSB117	Professional Communication & Negotiation	12	3
EFB210	Finance I	12	4
Year 2, Semester 2			
AYB225	Management Accounting I	12	3
EFB200	Applied Regression Analysis	12	3
	OR		
	Level 2 Finance elective	12	3
EFB307	Finance II	12	4
	Elective	12	
Year 3, Semester 1			
AYB312	Financial Institutions Law	12	3
	OR		
	Approved level 2 Finance Elective	12	3
EFB201	Australian Financial Markets	12	3
EFB311	Financial Institutions Lending	12	3
	Elective	12	
Year 3, Semester 2			
EFB310	Financial Institutions Control	12	3
EFB312	International Finance & Economics	12	3
	Elective	12	
	Elective	12	

Part-Time Course Structure

Year 1, Semester 1

BSB112	Business Technology & Information	12	3
BSB113	Economics	12	3

Year 1, Semester 2

BSB115	Management, People & Organisations	12	3
EFB102	Economics II	12	3

Year 2, Semester 1

BSB116	Marketing & International Business	12	3
BSB114	Government, Business & Society	12	3

Year 2, Semester 2

EFB101	Data Analysis for Business	12	3
BSB110	Accounting	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
EFB210	Finance I	12	4

Year 3, Semester 2

AYB225	Management Accounting I	12	3
EFB200	Applied Regression Analysis	12	3
	OR		
	Level 2 Finance Elective	12	3

Year 4, Semester 1

EFB307	Finance II	12	4
	Elective	12	

Year 4, Semester 2

AYB120	Business Law	12	3
BSB117	Professional Communication & Negotiation	12	3

Year 5, Semester 1

EFB311	Financial Institutions Lending	12	3
EFB201	Australian Financial Markets	12	3

Year 5, Semester 2

	Elective	12	
	Elective	12	

Year 6, Semester 1

	Elective	12	
AYB312	Financial Institutions Law	12	3
	OR		
	Approved level 2 Finance Elective	12	3

Year 6, Semester 2

EFB312	International Finance & Economics	12	3
EFB310	Financial Institutions Control	12	3

BANKING AND FINANCE MAJOR WITH A DOUBLE MAJOR IN ACCOUNTING

Professional Recognition

This double major is recognised as satisfying the academic requirements for CPA level membership of the ASCPA. In addition, students will also satisfy all academic requirements for Senior Associate Membership of the Australian Institute of Banking and Finance.

The ASCPA will not accept a grade of 3 in the advanced core units for membership.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure**Credit
Point** **Contact
Hrs/Wk****Year 1, Semester 1**

BSB110	Accounting	12	3
BSB112	Business Technology & Information	12	3
BSB114	Government, Business & Society	12	3
BSB116	Marketing & International Business	12	3

Year 1, Semester 2

BSB113	Economics	12	3
BSB115	Management, People & Organisations	12	3
EFB101	Data Analysis for Business	12	3
AYB121	Financial Accounting	12	4

Year 2, Semester 1

BSB111	Business Ethics	12	3
AYB225	Management Accounting I	12	3
AYB220	Company Accounting	12	3
EFB210	Finance I	12	3

Year 2, Semester 2

AYB120	Business Law	12	3
EFB102	Economics II	12	3
EFB307	Finance II	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 3, Semester 1

AYB223	Law of Business Associations	12	3
AYB311	Financial Accounting Theory OR	12	3
AYB321	Management Accounting Theory	12	3
EFB201	Australian Financial Markets	12	3
EFB311	Financial Institutions Lending	12	3

Year 3, Semester 2

AYB301	Auditing	12	3
AYB325	Taxation Law	12	3
EFB312	International Finance & Economics	12	3
EFB310	Financial Institutions Control	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB110	Accounting	12	3
BSB112	Business Technology & Information	12	3

Year 1, Semester 2

BSB113	Economics	12	3
BSB115	Management, People & Organisations	12	3

Year 2, Semester 1

BSB114	Government, Business & Society	12	3
BSB116	Marketing & International Business	12	3

Year 2, Semester 2

EFB101	Data Analysis for Business	12	3
AYB121	Financial Accounting	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
AYB225	Management Accounting I	12	3

Year 3, Semester 2

AYB120	Business Law	12	3
EFB102	Economics II	12	3

Year 4, Semester 1

AYB222	Company Accounting	12	3
EFB210	Finance I	12	4

Year 4, Semester 2

EFB307	Finance II	12	4
BSB117	Professional Communication & Negotiation	12	3

Year 5, Semester 1

AYB223	Law of Business Associations	12	3
EFB201	Australian Financial Markets	12	3

Year 5, Semester 2

AYB325	Taxation Law	12	3
EFB312	International Finance & Economics	12	3

Year 6, Semester 1

AYB311	Financial Accounting Theory OR	12	3
AYB321	Management Accounting Theory	12	3
EFB311	Financial Institutions Lending	12	3

Year 6, Semester 2

EFB310	Financial Institutions Control	12	3
AYB301	Auditing	12	3

BANKING AND FINANCE MAJOR WITH A DOUBLE MAJOR IN ECONOMICS**Professional Recognition**

Students completing this program can expect to gain admission to Senior Associate Membership of the Australian Institute of Banking and Finance as well as Professional Membership of the Economics Society of Australia (Qld).

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB112	Business Technology & Information	12	3
BSB113	Economics	12	3
BSB116	Marketing & International Business	12	3
BSB114	Government, Business & Society	12	3
Year 1, Semester 2			
EFB102	Economics II	12	3
BSB115	Management, People & Organisations	12	3
EFB101	Data Analysis for Business	12	3
BSB110	Accounting	12	4
Year 2, Semester 1			
BSB111	Business Ethics	12	3
EFB211	Firms, Markets & Resources	12	3
EFB202	Business Cycles & Economic Growth	12	3
EFB210	Finance I	12	3
Year 2, Semester 2			
EFB314	International Trade & Economics Competitiveness	12	3
EFB305	Current Economic Policy Challenges	12	3
EFB307	Finance II	12	4
AYB120	Business Law	12	3
Year 3, Semester 1			
EFB201	Australian Financial Markets	12	3
EFB311	Financial Institutions Lending	12	3

AYB312	Financial Institutions Law		
	OR		
	Approved Level 2 Economics elective	12	
	Approved Level 2 Economics elective	12	
Year 3, Semester 2			
BSB117	Professional Communication & Negotiation	12	3
EFB312	International Finance & Economics	12	3
EFB310	Financial Institutions Control	12	3
	Approved Finance Elective	12	

Part-Time Course Structure

Year 1, Semester 1

BSB112	Business Technology & Information	12	3
BSB113	Economics	12	3

Year 1, Semester 2

EFB102	Economics II	12	3
BSB115	Management, People & Organisations	12	3

Year 2, Semester 1

BSB116	Marketing & International Business	12	3
BSB114	Government, Business & Society	12	3

Year 2, Semester 2

EFB101	Data Analysis for Business	12	3
BSB110	Accounting	12	3

Year 3, Semester 1

BSB111	Business Ethics	12	3
EFB211	Firms, Markets & Resources	12	3

Year 3, Semester 2

EFB314	International Trade & Economic Competitiveness	12	3
EFB305	Current Economic Policy Challenges	12	3

Year 4, Semester 1

EFB202	Business Cycles & Economic Growth	12	3
EFB210	Finance I	12	4

Year 4, Semester 2

EFB307	Finance II	12	4
AYB120	Business Law	12	3

Year 5, Semester 1

AYB312	Financial Institutions Law	12	3
	OR		
	Level 2 Economics Elective	12	3
EFB201	Australian Financial Markets	12	3

Year 5, Semester 2

EFB310	Financial Institutions Control	12	3
EFB312	International Finance & Economics	12	3

Year 6, Semester 1

EFB311	Financial Institutions Lending	12	3
	Level 2 Economics Elective	12	

Year 6, Semester 2

	Approved Finance Elective	12	
BSB117	Professional Communication & Negotiation	12	3

APPROVED ECONOMICS AND FINANCE ELECTIVES

EFB100	Australian Economic History
EFB200	Applied Regression Analysis
EFB202	Business Cycles & Economic Growth
EFB201	Australian Financial Markets
EFB203	Business Forecasting

EFB204	Comparative Economic Systems
EFB205	Comparative Financial Systems
EFB207	Development of Economic Thought
EFB209	Environmental Economics: Issues & Policy
EFB210	Finance I
EFB211	Firms, Markets & Resources
EFB212	International Trade & Finance
EFB213	Introduction to Analytical Techniques for Business
EFB214	Mathematical Economic Applications
EFB215	Monetary Theory & Policy
EFB216	Special Topic – Economics
EFB217	Transport & Communication Economics
EFB302	Advanced Macroeconomics
EFB303	Advanced Microeconomics
EFB301	Advanced Lending
EFB304	Applied Econometric Techniques
EFB305	Current Economic Policy Challenges
EFB306	Economic Model Building
EFB307	Finance II
EFB308	Finance III
EFB309	Financial Derivatives
EFB312	International Finance & Economics
EFB314	International Trade & Economic Competitiveness
EFB315	Issues in Finance
EFB316	Labour Economics
EFB318	Portfolio & Security Analysis
EFB319	Public Sector Economics

□ Communication Major (COMN)

■ Extended Major: Advertising (*Denoted by ADV below*)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition

The course is accredited by the Advertising Institute of Australia. It is also endorsed by the Advertising Federation of Australia, the Australian Association of National Advertisers and the Australian Direct Marketing Association. Graduates are eligible for Associate Membership (Dip) of the Advertising Institute of Australia.

■ Extended Major: Organisational Communication (*Denoted by ORC below*)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition:

Graduates may become members of the Society of Business Communicators, Australian Institute of Training and Development and other similar professional organisations.

■ Extended Major: Public Relations (*Denoted by PUR below*)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition:

Students of the Public Relations Extended Major may, as a result of their choice of area of Major Study or Elective Study, meet the requirements of membership of a number of professional bodies. These could include the Public Relations Institute of Australia and the Society of Business Communicators, as well as associated and international bodies. Details of such memberships can be obtained through the School of Communication.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB112	Business Technology & Information	12	3
BSB115	Management, People & Organisations	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB114	Government, Business & Society	12	3
Year 1, Semester 2			
BSB110	Accounting	12	3
COB217	Writing for the Communication Professions	12	3
COB213	Strategic Speech Communication	12	3
BSB116	Marketing & International Business	12	3
Year 2, Semester 1			
BSB113	Economics	12	3
COB216	Theoretical Perspectives on Communication	12	3
Plus two Extended Major units: ⁵			
ADV	COB308 Advertising Theory & Practice	12	3
	COB304 Advertising Copywriting	12	3
ORC	COB204 Communication Technology for Organisations	12	3
	COB311 Communication Practice: Interpersonal & Presentational Strategies	12	3
PUR	COB325 Public Relations Theory & Practice	12	3
	COB329 Publicity Methods	12	3
Year 2, Semester 2			
COB203	Communication Research Methods	12	3
BSB111	Business Ethics	12	3
Plus two Extended Major units: ⁵			
ADV	COB317 Media Planning	12	3
	COB306 Advertising Management	12	3
ORC	COB318 Organisational Communication	12	3
	COB208 Intercultural Communication & Diversity	12	3
PUR	COB327 Publication Management	12	3
	COB326 Public Relations Writing	12	3
Year 3, Semester 1			
COB309	Applied Communication Research	12	3
	Elective 1	12	3
	Elective 2	12	3
Plus one Extended Major unit: ⁵			
ADV	COB315 Direct Response Advertising	12	3
ORC	COB314 Corporate Writing & Editing	12	3
PUR	COB324 Public Relations Issues & Strategic Planning	12	3

⁵ Students must choose an Extended Major in Advertising, Organisational Communication or Public Relations and study the six units in that Extended Major.

Year 3, Semester 2

COB310	Communication Issues	12	3
	Elective 3	12	3
	Elective 4	12	3
Plus one Extended Major unit: ⁶			
ADV	COB303 Advertising Campaigns	12	3
ORC	COB313 Consulting for Communication Specialists	12	3
PUR	COB323 Public Relations Campaigns	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB112	Business Technology & Information	12	3
BSB115	Management, People & Organisations	12	3

Year 1, Semester 2

BSB117	Professional Communication & Negotiation	12	3
BSB114	Government, Business & Society	12	3

Year 2, Semester 1

BSB110	Accounting	12	3
COB217	Writing for the Communication Professions	12	3

Year 2, Semester 2

BSB113	Economics	12	3
COB213	Strategic Speech Communication	12	3

Year 3, Semester 1

BSB116	Marketing & International Business	12	3
COB216	Theoretical Perspectives on Communication	12	3

Year 3, Semester 2**Two Extended Major units:⁶**

ADV	COB308 Advertising Theory & Practice	12	3
	COB304 Advertising Copywriting	12	3
ORC	COB204 Communication Technology for Organisations	12 3	
	COB311 Communication Practice: Interpersonal & Presentational Strategies	12	3
PUR	COB325 Public Relations Theory & Practice	12 3	
	COB329 Publicity Methods	12	3

Year 4, Semester 1

COB203	Communication Research Methods	12	3
--------	--------------------------------	----	---

Plus one Extended Major unit:⁶

ADV	COB317 Media Planning	12	3
ORC	COB318 Organisational Communication	12	3
PUR	COB327 Publication Management	12	3

Year 4, Semester 2

BSB111	Business Ethics	12	3
--------	-----------------	----	---

Plus one Extended Major unit:⁶

ADV	COB315 Direct Response Advertising	12	3
ORC	COB314 Corporate Writing & Editing	12	3
PUR	COB324 Public Relations Issues & Strategic Planning	12	3

Year 5, Semester 1

	Elective 1	12	3
--	------------	----	---

Plus one Extended Major unit:⁶

ADV	COB306 Advertising Management	12	3
ORC	COB208 Intercultural Communication & Diversity	12	3
PUR	COB326 Public Relations Writing	12	3

⁶ Students must choose an Extended Major in Advertising, Organisational Communication or Public Relations and study the six units in that Extended Major.

Year 5, Semester 2

COB309	Applied Communication Research	12	3
	Elective 2	12	3

Year 6, Semester 1

COB310	Communication Issues	12	3
Plus one Extended Major unit:⁷			
ADV	COB303 Advertising Campaigns	12	3
ORC	COB313 Consulting for Communication Specialists	12	3
PUR	COB323 Public Relations Campaigns	12	3

Year 6, Semester 2

	Elective 3	12	3
	Elective 4	12	3

DISCIPLINARY SPECIALISATIONS FOR BACHELOR OF BUSINESS STUDENTS WITHOUT A COMMUNICATION MAJOR (6 UNITS)

Advertising

- COB308 Advertising Theory & Practice
- COB304 Advertising Copywriting
- COB317 Media Planning
- COB306 Advertising Management
- COB315 Direct Response Advertising
- COB303 Advertising Campaigns

Organisational Communication

- COB217 Writing for the Communication Professions
OR
- COB213 Strategic Speech Communication
- COB216 Theoretical Perspectives on Communication
- COB204 Communication Technology for Organisations
- COB208 Intercultural Communication & Diversity
- COB318 Organisational Communication
- COB311 Communication Practice: Interpersonal & Presentational Strategies
OR
- COB314 Corporate Writing & Editing

Public Relations

- COB217 Writing for the Communication Professions
OR
- COB213 Strategic Speech Communication
- COB216 Theoretical Perspectives on Communication
- COB325 Public Relations Theory & Practice
- COB329 Publicity Methods
- COB327 Publication Management
- COB324 Public Relations Issues & Strategic Planning
OR
- COB326 Public Relations Writing

CONCENTRATIONS FOR STUDENTS FROM OUTSIDE THE FACULTY OF BUSINESS (6 UNITS)

Advertising

- BSB117 Professional Communication & Negotiation
- COB217 Writing for the Communication Professions
OR
- COB213 Strategic Speech Communication
- COB216 Theoretical Perspectives on Communication
- COB308 Advertising Theory & Practice
- COB304 Advertising Copywriting
OR
- COB317 Media Planning
- COB306 Advertising Management

⁷ Students must choose an Extended Major in Advertising, Organisational Communication or Public Relations and study the six units in that Extended Major.

Organisational Communication

- BSB117 Professional Communication & Organisation
COB216 Theoretical Perspectives on Communication
COB217 Writing for the Communication Profession
OR
COB213 Strategic Speech Communication
COB314 Corporate Writing & Editing
OR
COB311 Communication Practice: Interpersonal & Presentational Strategies
COB204 Communication Technology for Organisations
COB318 Organisational Communication

Public Relations

- BSB117 Professional Communication & Negotiation
COB217 Writing for the Communication Professions
OR
COB213 Strategic Speech Communication
COB216 Theoretical Perspectives on Communication
COB325 Public Relations Theory & Practice
COB329 Publicity Methods
COB327 Publication Management
OR
COB324 Public Relations Issues & Strategic Planning

□ Economics Major (ECO)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Professional Recognition

This degree satisfies the academic requirements for ordinary membership of the Economics Society of Australia and, with the completion of the extended major, for professional membership of the Queensland division of the Economics Society, the Chartered Institute of Transport, the Market Research Society and the Australian Marketing Institute. It also partially fulfills the requirements for membership of the Australian Institute of Banking and Finance (AIBF).

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

ECONOMICS MAJOR WITH AN EXTENDED MAJOR IN ADVANCED ECONOMIC ANALYSIS

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
Year 1, Semester 1		
BSB112 Business Technology & Information	12	3
BSB113 Economics	12	3
BSB116 Marketing & International Business	12	3
EFB101 Data Analysis for Business	12	3
Year 1, Semester 2		
EFB102 Economics II	12	3
BSB115 Management, People & Organisations	12	3
BSB110 Accounting	12	3
BSB114 Government, Business & Society	12	3
Year 2, Semester 1		
BSB111 Business Ethics	12	3

EFB211	Firms, Markets & Resources	12	3
EFB202	Business Cycles & Economic Growth	12	3
	Elective	12	
Year 2, Semester 2			
EFB314	International Trade & Economic Competitiveness	12	3
EFB305	Current Economic Policy Challenges	12	3
BSB117	Professional Communication & Negotiation	12	3
	Elective	12	
Year 3, Semester 1			
EFB303	Advanced Microeconomics @	12	3
EFB302	Advanced Macroeconomics @	12	3
	Elective	12	
	Elective	12	
Year 3, Semester 2			
EFB317	Microeconomic Reform @	12	3
EFB313	International Macroeconomics @	12	3
	Elective	12	
	Elective	12	

Note: At least two electives must be level 2 or level 3 Approved Economics Electives.

@ Denotes Extended Major units.

Part-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB112	Business Technology & Information	12	3
BSB113	Economics	12	3
Year 1, Semester 2			
EFB102	Economics II	12	3
BSB115	Management, People & Organisations	12	3
Year 2, Semester 1			
BSB116	Marketing & International Business	12	3
EFB101	Data Analysis for Business	12	3
Year 2, Semester 2			
BSB110	Accounting	12	3
BSB114	Government, Business & Society	12	3
Year 3, Semester 1			
BSB111	Business Ethics	12	3
EFB211	Firms, Markets & Resources	12	3
Year 3, Semester 2			
EFB314	International Trade & Economic Competitiveness	12	3
EFB305	Current Economic Policy Challenges	12	3
Year 4, Semester 1			
EFB202	Business Cycles & Economic Growth	12	3
	Elective	12	
Year 4, Semester 2			
	Elective	12	
BSB117	Professional Communication & Negotiation	12	3
Year 5, Semester 1			
EFB303	Advanced Microeconomics @	12	3
EFB302	Advanced Macroeconomics @	12	3
Year 5, Semester 2			
EFB317	Microeconomic Reform @	12	3
EFB313	International Macroeconomics @	12	3

Year 6, Semester 1

Elective	12
Elective	12

Year 6, Semester 2

Elective	12
Elective	12

Note: At least two electives must be level 2 or level 3 Approved Economics Electives.

@ Denotes Extended Major units.

ECONOMICS MAJOR WITH A DOUBLE MAJOR IN BANKING AND FINANCE**Professional Recognition**

In addition to qualifying for ordinary membership of the Economic Society of Australia and professional membership of the Queensland division of the Economic Society, students completing this double major can also qualify for Senior Associate Membership of the Australian Institute of Banking and Finance by doing AYB120 Business Law and AYB312 Financial Institutional Law as electives.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
Year 1, Semester 1		
BSB112 Business Technology & Information	12	3
BSB113 Economics	12	3
BSB116 Marketing & International Business	12	3
EFB101 Data Analysis for Business	12	3
Year 1, Semester 2		
EFB102 Economics II	12	3
BSB110 Accounting	12	3
BSB115 Management, People & Organisations	12	3
BSB114 Government, Business & Society	12	3
Year 2, Semester 1		
EFB211 Firms, Markets & Resources	12	3
EFB202 Business Cycles & Economic Growth	12	3
EFB210 Finance I	12	4
Elective	12	
Year 2, Semester 2		
BSB111 Business Ethics	12	3
EFB307 Finance II	12	4
BSB117 Professional Communication & Negotiation	12	3
Elective	12	
Year 3, Semester 1		
EFB311 Financial Institutions Lending	12	3
EFB201 Australian Financial Markets	12	3
Elective	12	
Elective	12	
Year 3, Semester 2		
EFB312 International Finance	12	3
EFB310 Financial Institutions Control	12	3
EFB305 Current Economic Policy Challenges	12	3
EFB314 International Trade & Economic Competitiveness	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB112 Business Technology & Information	12	3
BSB113 Economics	12	3

Year 1, Semester 2

EFB102	Economics II	12	3
BSB110	Accounting	12	3

Year 2, Semester 1

BSB116	Marketing & International Business	12	3
EFB101	Data Analysis for Business	12	3

Year 2, Semester 2

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 3, Semester 1

EFB211	Firms, Markets & Resources	12	3
EFB202	Business Cycles & Economic Growth	12	3

Year 3, Semester 2

BSB117	Professional Communication & Negotiation	12	3
	Elective	12	3

Year 4, Semester 1

EFB210	Finance I	12	3
	Elective	12	

Year 4, Semester 2

BSB111	Business Ethics	12	3
EFB307	Finance II	12	3

Year 5, Semester 1

EFB311	Financial Institutions – Lending	12	3
EFB201	Australian Financial Markets	12	3

Year 5, Semester 2

EFB312	International Finance & Economics	12	3
EFB310	Financial Institutions Control	12	3

Year 6, Semester 1

	Elective	12	
	Elective	12	

Year 6, Semester 2

EFB305	Current Economic Policy Challenges	12	3
EFB314	International Trade & Economic Competitiveness	12	3

SPECIALISATIONS***Requiring a Primary Major in Economics*****1. Analytical Techniques for Business**

EFB213	Introduction to Analytical Techniques for Business		
EFB200	Applied Regression Analysis		
EFB203	Business Forecasting		
EFB214	Mathematical Economic Applications		
EFB304	Applied Econometric Techniques		

Plus any approved Economics or Banking & Finance Elective (subject to prerequisites).

Not requiring the Economics Primary Major**2. Analytical Techniques for Business**

EFB101	Data Analysis for Business		
EFB213	Introduction to Analytical Techniques for Business		
EFB200	Applied Regression Analysis		
EFB304	Applied Econometric Techniques		
EFB203	Business Forecasting		

Plus any approved Economics or Banking & Finance Elective (subject to prerequisites).

3. Economic Policy

EFB102	Economics II		
EFB211	Firms, Markets & Resources		

EFB202 Business Cycles & Economic Growth
Plus three other Economics Electives (subject to prerequisites).

APPROVED ECONOMICS AND FINANCE ELECTIVES

EFB100 Australian Economic History +
EFB200 Applied Regression Analysis
EFB203 Business Forecasting
EFB204 Comparative Economic Systems +
EFB205 Comparative Financial Systems
EFB207 Development of Economic Thought +
EFB209 Environmental Economics: Issues & Policy +
EFB201 Australian Financial Markets
EFB212 International Trade & Finance +
EFB213 Introduction to Analytical Techniques for Business
EFB214 Mathematical Economic Applications
EFB215 Monetary Theory & Policy +
EFB216 Special Topic – Economic +
EFB217 Transport & Communication Economics +
EFB301 Advanced Lending
EFB302 Advanced Macroeconomics +
EFB303 Advanced Microeconomics +
EFB304 Applied Econometric Techniques
EFB305 Current Economic Policy Challenges +
EFB306 Economic Model Building
EFB307 Finance II
EFB308 Finance III
EFB309 Financial Derivatives
EFB310 Financial Institutions – Control
EFB311 Financial Institutions – Lending
EFB312 International Finance & Economics
EFB314 International Trade & Economic Competitiveness +
EFB315 Issues in Finance
EFB316 Labour Economics
EFB318 Portfolio & Security Analysis
EFB319 Public Sector Economics

+ Suitable as electives in specialisation 3 above.

Human Resource Management Major (HRM)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator in Human Resource Management: To be advised

Course Information

The Human Resource Management major is one of the two majors offered by the School of Management.

Having selected this major core, students may elect to:

- undertake an extended major building on this major core
- complement this major core with studies in Industrial Relations, Organisational Futures or Public Sector Management
- undertake a double major taking both Management and Human Resource Management major cores, with specified adjustments for common units;
- look more broadly across the Faculty's offerings with a view to selecting another major or disciplinary specialisation from outside the School of Management to complement this major.

Professional Recognition

This major satisfies the academic requirements for membership of the Australian Human Resources Institute, the Australian Institute of Management and the Australian Institute of Training and Development. Maximum time credit towards chartered membership grading of the Australian Human Resources Institute can be achieved by completion of several additional units or by completion of the extended major in Human Resource Management.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

EXTENDED MAJOR IN HUMAN RESOURCE MANAGEMENT

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
Year 1, Semester 1		
BSB115 Management, People & Organisations	12	3
BSB114 Government, Business & Society	12	3
BSB117 Professional Communication & Negotiation	12	3
BSB112 Business Technology & Information	12	3
Year 1, Semester 2		
BSB116 Marketing & International Business	12	3
BSB113 Economics	12	3
MGB207 Managing Human Resources	12	3
MGB211 Organisational Behaviour	12	3
Year 2, Semester 1		
BSB110 Accounting	12	3
MGB100 Methods & Analysis	12	3
MGB328 Work & Performance	12	3
MGB201 Employment Regulation & Administration [®]	12	3
Year 2, Semester 2		
BSB111 Business Ethics	12	3
MGB217 Training & Development I	12	3
MGB320 Recruitment & Selection I	12	3
MGB315 Personal & Professional Development [®]	12	3
Year 3, Semester 1		
MGB300 Advanced Organisational Behaviour [®]	12	3
Elective	12	
Elective	12	
Plus one unit from:		
MGB304 Human Resource Planning & Information Systems [®]	12	3
MGB321 Recruitment & Selection II [®]	12	3
MGB322 Remuneration Management [®]	12	3
MGB314 Organisational Consulting & Counselling [®]	12	3
Year 3, Semester 2		
MGB305 Human Resource Management Strategy & Policy [®]	12	3
Elective	12	
Elective	12	
Plus one unit from:		
MGB325 Training & Development II [®]	12	3
MGB307 International Human Resource Management [®]	12	3
MGB202 Equity at Work [®]	12	3
MGB313 Organisational Change & Development [®]	12	3

[®] These units comprise the extended major in Human Resource Management.

Part-Time Course Structure

Year 1, Semester 1

BSB115 Management, People & Organisations	12	3
BSB114 Government, Business & Society	12	3

Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
Year 2, Semester 1			
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 2, Semester 2			
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 3, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
Year 3, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
Year 4, Semester 1			
MGB328	Work & Performance	12	3
MGB201	Employment Regulation & Administration [®]	12	3
Year 4, Semester 2			
MGB320	Recruitment & Selection I	12	3
MGB315	Personal & Professional Development [®]	12	3
Year 5, Semester 1			
MGB300	Advanced Organisational Behaviour [®]	12	3
	Elective	12	
Year 5, Semester 2			
	Elective	12	
	Elective	12	
Year 6, Semester 1			
	Elective	12	
Plus one unit from:			
MGB304	Human Resource Planning & Information Systems [®]	12	3
MGB321	Recruitment & Selection II [®]	12	3
MGB322	Remuneration Management [®]	12	3
MGB314	Organisational Consulting & Counselling [®]	12	3
Year 6, Semester 2			
MGB305	Human Resource Management Strategy & Policy [®]	12	3
Plus one unit from:			
MGB325	Training & Development II [®]	12	3
MGB307	International Human Resource Management [®]	12	3
MGB202	Equity at Work [®]	12	3
MGB313	Organisational Change & Development [®]	12	3

[®] These units comprise the extended major in Human Resource Management.

Human Resource Management Major with Specialisation in Industrial Relations

Subject Area Coordinator in Industrial Relations: To be advised.

Course Information

This specialisation in Industrial Relations is designed to provide students with industrial relations skills, knowledge and understanding. It complements the HRM major by focusing on important aspects of industrial relations in Australia including workplace bargaining,

wage determination and the relevant legislation and strategies. This is important because of the developments in linking HRM and Industrial Relations management in practice.

Professional Recognition

Graduates are eligible to join the Industrial Relations Society and the Australian Human Resources Institute.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB328	Work & Performance	12	3
MGB201	Employment Regulation & Administration [®]	12	3
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
MGB320	Recruitment & Selection I	12	3
MGB204	Industrial Relations [®]	12	3
Year 3, Semester 1			
MGB219	Work & Society [®]	12	3
MGB312	Negotiation & Collective Bargaining [®]	12	3
	Elective	12	
Plus one unit from:			
MGB209	Occupational Health & Safety Management ^{®*}	12	3
MGB327	Wages & Employment ^{®*}	12	3
	Elective**	12	
Year 3, Semester 2			
MGB329	Workplace Industrial Relations [®]	12	3
	Elective	12	
	Elective	12	
Plus one unit from:			
MGB308	International Industrial Relations ^{®*}	12	3
MGB202	Equity at Work ^{®*}	12	3
MGB301	Advocacy ^{®*}	12	3
	Elective**	12	

[®] These units comprise the specialisation in Industrial Relations.

* One unit must be taken to complete the Industrial Relations specialisation.

** One unit only of these electives must be taken, not both (i.e. a maximum of four electives).

Part-Time Course Structure

Year 1, Semester 1

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
Year 2, Semester 1			
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 2, Semester 2			
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 3, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
Year 3, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
Year 4, Semester 1			
MGB328	Work & Performance	12	3
MGB201	Employment Regulation & Administration [®]	12	3
Year 4, Semester 2			
MGB320	Recruitment & Selection I	12	3
MGB204	Industrial Relations [®]	12	3
Year 5, Semester 1			
MGB219	Work & Society [®]	12	3
MGB312	Negotiation & Collective Bargaining [®]	12	3
Year 5, Semester 2			
MGB329	Workplace Industrial Relations [®]	12	3
	Elective	12	
Year 6, Semester 1			
	Elective	12	
Plus one unit from:			
MGB209	Occupational Health & Safety Management ^{®*}	12	3
MGB327	Wages & Employment ^{®*}	12	3
	Elective ^{**}	12	
Year 6, Semester 2			
	Elective	12	
Plus one unit from:			
MGB308	International Industrial Relations ^{®*}	12	3
MGB301	Advocacy ^{®*}	12	3
MGB202	Equity at Work ^{®*}	12	3
	Elective ^{**}	12	

[®] These units comprise the specialisation in Industrial Relations.

^{*} One unit must be taken to complete the Industrial Relations specialisation.

^{**} One unit only of these electives must be taken, not both (i.e. a maximum of four electives).

□ Human Resource Management Major with Specialisation in Organisational Futures

Note: The Organisational Futures Disciplinary Specialisation will commence in 1997.

Subject Area Coordinator in Organisational Futures: To be advised.

Course Information

Specialisation in Organisational Futures is designed to give students a strong grounding in change management knowledge and skills and in organisational theory and design. This

specialisation is future-oriented, focusing on the future of work and organisation and the challenges this implies for managers, workers, organisations and industries.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB328	Work & Performance	12	3
MGB212	Perspectives on Organisations®	12	3
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
MGB320	Recruitment & Selection I	12	3
MGB326	Understanding Organisations®	12	3
Year 3, Semester 1			
MGB302	Cooperative Organisation®	12	3
MGB314	Organisational Consulting & Counselling®	12	3
	Elective	12	
	Elective	12	
Year 3, Semester 2			
MGB324	The Virtual Organisation®	12	3
MGB313	Organisational Change & Development®	12	3
	Elective	12	
	Elective	12	

® These units comprise the specialisation in Organisational Futures.

Part-Time Course Structure

Year 1, Semester 1

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
Year 4, Semester 1			
MGB328	Work & Performance	12	3
MGB212	Perspectives on Organisations [®]	12	3
Year 4, Semester 2			
MGB320	Recruitment & Selection I	12	3
MGB326	Understanding Organisations [®]	12	3
Year 5, Semester 1			
MGB302	Cooperative Organisation [®]	12	3
MGB314	Organisational Consulting & Counselling [®]	12	3
Year 5, Semester 2			
	Elective	12	
	Elective	12	
Year 6, Semester 1			
	Elective	12	
	Elective	12	
Year 6, Semester 2			
MGB324	The Virtual Organisation [®]	12	3
MGB313	Organisational Change & Development [®]	12	3

[®] These units comprise the specialisation in Organisational Futures.

□ Human Resource Management Major with Specialisation in Public Sector Management

Subject Area Coordinator in Public Sector Management: To be advised.

Course Information

The specialisation in Public Sector Management complements the Human Resource Management Major in the School of Management. Building on the major core, it offers an integrated core of units which develop specific skills and knowledge relevant to the public sector.

Professional Recognition

The Royal Institute of Public Administration acknowledges the appropriateness of this specialisation for the study of Public Sector Management. Subject to the choice of suitable elective units, the specialisation satisfies requirements for membership of the Australian Human Resource Institute (AHRI).

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 2, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB328	Work & Performance	12	3
MGB205	Machinery of Government®	12	3

Year 2, Semester 2

BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
MGB320	Recruitment & Selection I	12	3
MGB203	Government–Management Interface®	12	3

Year 3, Semester 1

MGB318	Public Policy®	12	3
MGB317	Political & Administrative Analysis®	12	3
	Elective	12	
	Elective	12	

Year 3, Semester 2

MGB213	Public Sector Management®	12	3
MGB316	Policy Implementation & Evaluation®	12	3
	Elective	12	
	Elective	12	

® These units comprise the specialisation in Public Sector Management.

Part-Time Course Structure

Year 1, Semester 1

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3

Year 4, Semester 1

MGB328	Work & Performance	12	3
MGB205	Machinery of Government®	12	3

Year 4, Semester 2

MGB320	Recruitment & Selection I	12	3
MGB203	Government–Management Interface®	12	3

Year 5, Semester 1

MGB318	Public Policy®	12	3
	Elective	12	

Year 5, Semester 2

MGB213	Public Sector Management®	12	3
	Elective	12	

Year 6, Semester 1

MGB317	Political & Administrative Analysis®	12	3
	Elective	12	

Year 6, Semester 2

MGB316	Policy Implementation & Evaluation [®]	12	3
	Elective	12	

[®] These units comprise the specialisation in Public Sector Management.

□ Double Major: Human Resource Management Major and Management Major

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB210	Operations, Production & Service Management [®]	12	3
MGB328	Work & Performance	12	3
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
MGB320	Recruitment & Selection I	12	3
MGB206	Management & Organisation Theory [®]	12	3
Year 3, Semester 1			
MGB303	Entrepreneurship [®]	12	3
	One Approved Management Unit [®]	12	3
	Elective	12	
	Elective	12	
Year 3, Semester 2			
MGB309	Strategic Management [®]	12	3
MGB203	Government–Management Interface [®]	12	3
	Elective	12	
	Elective	12	

[®] These units comprise the management major for the double major.

Part-Time Course Structure**Year 1, Semester 1**

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
Year 3, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I	12	3
Year 4, Semester 1			
MGB210	Operations, Production & Service Management [®]	12	3
MGB328	Work & Performance	12	3
Year 4, Semester 2			
MGB320	Recruitment & Selection I	12	3
MGB206	Management & Organisation Theory [®]	12	3
Year 5, Semester 1			
MGB303	Entrepreneurship [®]	12	3
	Elective	12	
Year 5, Semester 2			
MGB203	Government–Management Interface [®]	12	3
	Elective	12	
Year 6, Semester 1			
	One approved Management Unit [®]	12	3
	Elective	12	
Year 6, Semester 2			
MGB309	Strategic Management [®]	12	3
	Elective	12	

[®] These units comprise the management major for the double major.

□ Discipline Major and Minor Specialisations for Bachelor of Business Students Without a Human Resources Management or Management Major

The following list includes all discipline major and minor concentrations offered by the School of Management for students who have not completed a HRM or Management major.

Discipline major specialisations comprise sets of six units chosen from the following concentration areas including any compulsory units as indicated.

Discipline minor specialisations comprise sets of four units from the following concentration areas including any compulsory units as indicated.

Management

MGB207	Managing Human Resources	12	3
MGB210	Operations, Production & Service Management	12	3
MGB211	Organisational Behaviour	12	3
MGB303	Entrepreneurship	12	3
MGB309	Strategic Management	12	3
	One approved Management Unit	12	3

Human Resource Management

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
MGB315	Personal & Professional Development	12	3
MGB328	Work & Performance	12	3
	One approved HRM Unit	12	3
	One approved HRM Unit	12	3

Industrial Relations

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Plus four units from:			
MGB201	Employment Regulation & Administration	12	3
MGB202	Equity at Work	12	3
MGB204	Industrial Relations	12	3
MGB209	Occupational Health & Safety Management	12	3
MGB219	Work & Society	12	3
MGB301	Advocacy	12	3
MGB308	International Industrial Relations	12	3
MGB312	Negotiation & Collective Bargaining	12	3
MGB327	Wages & Employment	12	3
MGB329	Workplace Industrial Relations	12	3

Public Sector Management

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Plus four units from:			
MGB203	Government–Management Interface	12	3
MGB205	Machinery of Government	12	3
MGB213	Public Sector Management	12	3
MGB316	Policy Implementation & Evaluation	12	3
MGB317	Political & Administrative Analysis	12	3
MGB318	Public Policy	12	3

Organisational Futures

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
MGB212	Perspectives on Organisations	12	3
Plus three units from:			
MGB302	Cooperative Organisation	12	3
MGB313	Organisational Change & Development	12	3
MGB314	Organisational Consulting & Counselling	12	3
MGB324	The Virtual Organisation	12	3
MGB326	Understanding Organisations	12	3

□ Discipline Major and Minor Concentrations for Students from Outside the Faculty of Business

The following list includes all discipline major concentrations offered by the School of Management for students from outside the Faculty of Business.

Discipline major concentrations comprise sets of six units chosen from the following concentration areas including any compulsory units as indicated.

Discipline minor concentrations comprise sets of four units from the following concentration areas including any compulsory units as indicated.

Management

BSB115	Management, People & Organisations	12	3
MGB207	Managing Human Resources	12	3
MGB210	Operations, Production & Service Management	12	3
MGB211	Organisational Behaviour	12	3
MGB303	Entrepreneurship	12	3
MGB309	Strategic Management	12	3

Human Resource Management

BSB115	Management, People & Organisations	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

MGB328	Work & Performance	12	3
	One approved HRM Unit	12	3
	One approved HRM Unit	12	3
Industrial Relations			
BSB114	Government, Business & Society	12	3
MGB207	Managing Human Resources	12	3
Plus four units from:			
MGB201	Employment Regulation & Administration	12	3
MGB202	Equity at Work	12	3
MGB204	Industrial Relations	12	3
MGB209	Occupational Health & Safety Management	12	3
MGB219	Work & Society	12	3
MGB301	Advocacy	12	3
MGB308	International Industrial Relations	12	3
MGB312	Negotiation & Collective Bargaining	12	3
MGB327	Wages & Employment	12	3
MGB329	Workplace Industrial Relations	12	3
Public Sector Management			
BSB114	Government, Business & Society	12	3
MGB207	Managing Human Resources	12	3
Plus four units from:			
MGB203	Government–Management Interface	12	3
MGB205	Machinery of Government	12	3
MGB213	Public Sector Management	12	3
MGB316	Policy Implementation & Evaluation	12	3
MGB317	Political & Administrative Analysis	12	3
MGB318	Public Policy	12	3
Organisational Futures			
BSB115	Management, People & Organisations	12	3
MGB211	Organisational Behaviour	12	3
Plus four units from:			
MGB302	Cooperative Organisations	12	3
MGB313	Organisational Change & Development	12	3
MGB314	Organisational Consulting & Counselling	12	3
MGB324	The Virtual Organisation	12	3
MGB326	Understanding Organisations	12	3

□ International Business Core Major (INB)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Course Requirements

International Business students must take the core major in International Business and any one of the following:

- (i) A core major other than International Business, for a double major,
OR
- (ii) A six-unit languages specialisation,
OR
- (iii) The International Business Analysis Specialisation/Extended Major described below.

In addition, students must take one of the three **pairs** of Area Study units listed below.

Also, whether as a compulsory unit that is a part of a core major or as an elective, International Business students **must** undertake one of the following units:

- (i) EFB101 Data Analysis for Business
- (ii) MGB100 Methods and Analysis

The full-time course structure for International Business students varies according to whether or not languages are selected as an option. If languages are taken as a specialisation or as a four-unit minor, they should commence in the first semester of the first year to maintain continuity from earlier pre-QUT language studies. Two course structures are described below. The first outlines the course structure if no languages are taken. The second outlines the structure for those who wish to take from four to six language units. All language units must normally be taken in the same language.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
OPTION ONE: NO LANGUAGES		
Year 1, Semester 1		
BSB113 Economics	12	3
BSB116 Marketing & International Business	12	3
BSB115 Management, People & Organisations	12	3
BSB117 Professional Communication & Negotiation	12	3
Year 1, Semester 2		
MIB202 Business & the World Economy	12	3
BSB112 Business Technology & Information	12	3
MIB211 Globalisation & Business	12	3
BSB114 Government, Business & Society	12	3
Year 2, Semester 1		
BSB111 Business Ethics	12	3
BSB110 Accounting	12	3
MIB203 Comparative Regulatory Systems	12	3
Extended Major/Specialisation/Elective	12	3
Year 2, Semester 2		
BSB300 Management, the Firm & International Business	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Year 3, Semester 1		
Area Study 1	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Year 3, Semester 2		
Area Study 2	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3
Double Major/Extended Major/Specialisation/Elective	12	3

Part-Time Course Structure

Year 1, Semester 1

BSB116 Marketing & International Business	12	3
BSB114 Government, Business & Society	12	3

Year 1, Semester 2

BSB115 Management, People & Organisations	12	3
BSB110 Accounting	12	3

Year 2, Semester 1			
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 2, Semester 2			
MIB211	Globalisation & Business	12	3
MIB202	Business & the World Economy	12	3
Year 3, Semester 1			
MIB203	Comparative Regulatory Systems	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 3, Semester 2			
BSB111	Business Ethics	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 4, Semester 1			
BSB113	Economics	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 4, Semester 2			
BSB300	Management, the Firm & International Business	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 5, Semester 1			
	Double Major/Extended Major/Specialisation/Elective	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 5, Semester 2			
	Double Major/Extended Major/Specialisation/Elective	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 6, Semester 1			
	Area Study 1	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 6, Semester 2			
	Area Study 2	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
OPTION TWO: FOUR TO SIX LANGUAGE UNITS			
Year 1, Semester 1			
BSB113	Economics	12	3
BSB116	Marketing & International Business	12	3
BSB115	Management, People & Organisations	12	3
	Language 1 (see list of languages)	12	3
Year 1, Semester 2			
MIB202	Business & the World Economy	12	3
	Language 2	12	3
MIB211	Globalisation & Business	12	3
BSB114	Government, Business & Society	12	3
Year 2, Semester 1			
	Language 3	12	3
BSB110	Accounting	12	3
MIB203	Comparative Regulatory Systems	12	3
BSB112	Business Technology & Information	12	3
Year 2, Semester 2			
BSB300	Management, the Firm & International Business	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
BSB117	Professional Communication & Negotiation	12	3
	Language 4	12	3
Year 3, Semester 1			
	Area Study 1	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3

	Double Major/Extended Major/Specialisation/Elective	12	3
	Double Major/Extended Major/Specialisation/Elective OR	12	3
	Language 5	12	3
Year 3, Semester 2			
	Area Study 2	12	3
BSB111	Business Ethics	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
	Double Major/Extended Major/Specialisation/Elective OR	12	3
	Language 6	12	3
Part-Time Course Structure			
Year 1, Semester 1			
BSB116	Marketing & International Business	12	3
	Language 1 (see list of languages)	12	3
Year 1, Semester 2			
BSB115	Management, People & Organisations	12	3
	Language 2	12	3
Year 2, Semester 1			
	Language 3	12	3
BSB112	Business Technology & Information	12	3
Year 2, Semester 2			
BSB113	Economics	12	3
	Language 4	12	3
Year 3, Semester 1			
BSB117	Professional Communication & Negotiation	12	3
	Language 5	12	3
	OR, for those taking four language units,		
BSB111	Business Ethics	12	3
Year 3, Semester 2			
BSB114	Government, Business & Society	12	3
	Language 6	12	3
	OR, for those taking four language units,		
BSB110	Accounting	12	3
Year 4, Semester 1			
BSB111	Business Ethics	12	3
	OR, for those taking four language units,		
	Double Major/Extended Major/Specialisation/Elective	12	3
BSB110	Accounting	12	3
	OR, for those taking four language units,		
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 4, Semester 2			
MIB202	Business & the World Economy	12	3
MIB211	Globalisation & Business	12	3
Year 5, Semester 1			
MIB203	Comparative Regulatory Systems	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 5, Semester 2			
BSB300	Management, the Firm & International Business	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3
Year 6, Semester 1			
	Area Study 1	12	3
	Double Major/Extended Major/Specialisation/Elective	12	3

Year 6, Semester 2

Area Study 2	12	3
Double Major/Extended Major/Specialisation/Elective	12	3

AREA STUDIES OPTIONS

International Business students must take any **one** of the following **pairs** of area study units. Students wishing to take more than the one pair of area studies units may do so within the International Business Analysis Specialisation, or as electives. The (S1) or (S2) indicate the semester in which the units normally are offered.

MIB200	Asian Business Development (S1)	12	3
MIB317	Contemporary Business in Asia (S2)	12	3
MIB208	European Business Development (S1)	12	3
MIB300	Contemporary Business in Europe (S2)	12	3
MIB219	North American Business Development (S1)	12	3
MIB301	Contemporary Business in North America (S2)	12	3

LIST OF LANGUAGES

With the permission of the Subject Area Coordinator, and where available, languages other than those listed may be taken, including languages from another university. The language units are as follows:

FRENCH

1. Students without Year 12 Language qualifications in French should undertake the following sequence of units:

HUB670	Introductory French 1
HUB671	Introductory French 2
HUB672	French Language & Culture 1
HUB673	French Language & Culture 2
HUB674	French Language & Culture 3
HUB675	French Language & Culture 4
HUB676	French Language & Culture 5
HUB677	French Language & Culture 6

2. Students with Year 12 Language qualifications or equivalent in French should undertake the following sequence of units:

HUB672	French Language & Culture 1
HUB673	French Language & Culture 2
HUB674	French Language & Culture 3
HUB675	French Language & Culture 4
HUB676	French Language & Culture 5
HUB677	French Language & Culture 6

INDONESIAN

1. Students without Year 12 Language qualifications in Indonesian should undertake the following sequence of units:

HUB650	Introductory Indonesian 1
HUB651	Introductory Indonesian 2
HUB652	Indonesian Language & Culture 1
HUB653	Indonesian Language & Culture 2
HUB654	Indonesian Language & Culture 3
HUB655	Indonesian Language & Culture 4
HUB656	Indonesian Language & Culture 5
HUB657	Indonesian Language & Culture 6

2. Students with Year 12 Language qualifications or equivalent in Indonesian should undertake the following sequence of units:

HUB652	Indonesian Language & Culture 1
HUB653	Indonesian Language & Culture 2
HUB654	Indonesian Language & Culture 3
HUB655	Indonesian Language & Culture 4

- HUB656 Indonesian Language & Culture 5
 HUB657 Indonesian Language & Culture 6

JAPANESE

1. Students without Year 12 Language qualifications in Japanese should undertake the following sequence of units:

- HUB660 Introductory Japanese 1
 HUB661 Introductory Japanese 2
 HUB662 Japanese Language & Culture 1
 HUB663 Japanese Language & Culture 2
 HUB664 Japanese Language & Culture 3
 HUB665 Japanese Language & Culture 4
 HUB666 Japanese Language & Culture 5
 HUB667 Japanese Language & Culture 6

2. Students with Year 12 Language qualifications or equivalent in Japanese should undertake the following sequence of units:

- HUB662 Japanese Language & Culture 1
 HUB663 Japanese Language & Culture 2
 HUB664 Japanese Language & Culture 3
 HUB665 Japanese Language & Culture 4
 HUB666 Japanese Language & Culture 5
 HUB667 Japanese Language & Culture 6

GERMAN

1. Students without Year 12 Language qualifications should undertake the following sequence of units:

- HUB735 Introductory German 1
 HUB736 Introductory German 2
 HUB737 German Language & Culture 1
 HUB738 German Language & Culture 2
 HUB739 German Language & Culture 3
 HUB740 German Language & Culture 4
 HUB741 German Language & Culture 5
 HUB742 German Language & Culture 6

2. Students with Year 12 Language qualifications or equivalent in German should undertake the following sequence of units:

- HUB737 German Language & Culture 1
 HUB738 German Language & Culture 2
 HUB739 German Language & Culture 3
 HUB740 German Language & Culture 4
 HUB741 German Language & Culture 5
 HUB742 German Language & Culture 6

EXTENDED MAJOR AND SPECIALISATIONS

The **International Business Analysis Specialisation and Extended Major** is available to both International Business students and students from other core majors wishing to examine business in greater depth, within an international context. The (S1) or (S2) indicate the semester in which the units normally are offered. The specialisation consists of three core, compulsory units:

MIB212	Industry & Regional Analysis (S1)	12	3
MIB314	Strategic Business Analysis (S2)	12	3
MIB203	Comparative Regulatory Systems (S1) OR, for International Business students only,	12	3
MIB213	International Marketing (S1)	12	3

In addition, students may then select **one** from a range of groups of **three** industry or area focused options in order to develop a detailed understanding of the industry selected:

MIB200	Asian Business Development (S1)	12	3
MIB317	Contemporary Business in Asia (S2)	12	3
MIB205	Cross Cultural Communication & Negotiation (S2)	12	3

MIB208	European Business Development (S1)	12	3
MIB300	Contemporary Business in Europe (S2)	12	3
MIB205	Cross Cultural Communication & Negotiation (S2)	12	3
MIB219	North American Business Development (S1)	12	3
MIB301	Contemporary Business in North America (S2)	12	3
MIB205	Cross Cultural Communication & Negotiation (S2)	12	3
MIB225	Tourism (S1)	12	3
MIB316	Tourism Development (S2)	12	3
MIB226	Tourism Marketing (S2)	12	3
MIB311	Services Marketing (S1)	12	3
MIB221	Retail Industry (S1)	12	3
MIB310	Retail Marketing (S1)	12	3
MIB227	Transport & Communications Economics (S1)	12	3
MIB215	Marketing Logistics (S1)	12	3
MIB303	International Logistics (S2)	12	3
MIB222	Sport & Recreation Industries (S1)	12	3
MIB214	Management of Sport & Recreation (S2)	12	3
MIB218	Marketing Sport and Recreation (S2)	12	3
MIB223	Technology & International Business (S1)	12	3
MIB207	Economics of Information (S2)	12	3
	AND		
MIB224	Technology & Marketing (S2)	12	3
	OR		
MIB307	Product Innovation and Market Development (S2)	12	3
MIB302	Cultural Industries Analysis (S1)	12	3
MIB209	Events Marketing (S2)	12	3
MIB226	Tourism Marketing (S2)	12	3

□ Management Major (MAN)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator in Management: To be advised

Course Information

The Management major is one of the two major cores offered by the School of Management.

Having selected this major core, students may elect to:

- undertake an extended major building on this chosen major core
- complement this major core with studies in Industrial Relations, Organisational Futures or Public Sector Management
- undertake a double major taking both Management and Human Resource Management major cores, with specified adjustments for common units
- look more broadly across the Faculty's offerings with a view to selecting another major or disciplinary specialisation from outside the School of Management to complement this major.

Professional Recognition

This major satisfies the academic requirements for membership of the Australian Institute of Management.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

	Credit Points	Contact Hrs/Wk
Year 1, Semester 1		
BSB115 Management, People & Organisations	12	3
BSB114 Government, Business & Society	12	3
BSB117 Professional Communication & Negotiation	12	3
BSB112 Business Technology & Information	12	3
Year 1, Semester 2		
BSB116 Marketing & International Business	12	3
BSB113 Economics	12	3
MGB207 Managing Human Resources	12	3
MGB211 Organisational Behaviour	12	3
Year 2, Semester 1		
BSB110 Accounting	12	3
MGB100 Methods & Analysis	12	3
MGB210 Operations, Production & Service Management	12	3
Elective	12	
Year 2, Semester 2		
BSB111 Business Ethics	12	3
MGB206 Management & Organisation Theory [®]	12	3
Plus two units from:		
MGB218 Venture Skills [®]	12	3
MGB311 Managing Change [®]	12	3
MGB216 Technology Management [®]	12	3
Year 3, Semester 1		
MGB303 Entrepreneurship	12	3
Elective	12	
Plus two units from:		
MGB323 Small Business Management [®]	12	3
BSB300 Management, The Firm & International Business [®]	12	3
MGB319 Quality Management [®]	12	3
Year 3, Semester 2		
MGB309 Strategic Management	12	3
MGB203 Government-Management Interface [®]	12	3
Elective	12	
Elective	12	

[®] These units comprise the Extended Major in Management.

Part-Time Course Structure

Year 1, Semester 1

BSB115 Management, People & Organisations	12	3
BSB114 Government, Business & Society	12	3

Year 1, Semester 2

BSB116 Marketing & International Business	12	3
BSB113 Economics	12	3

Year 2, Semester 1

BSB117 Professional Communication & Negotiation	12	3
BSB112 Business Technology & Information	12	3

Year 2, Semester 2

MGB207 Managing Human Resources	12	3
MGB211 Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
MGB206	Management & Organisation Theory [®]	12	3

Year 4, Semester 1

MGB210	Operations, Production & Service Management Elective	12	3
--------	--	----	---

Year 4, Semester 2

Two units from:

MGB218	Venture Skills [®]	12	3
MGB311	Managing Change [®]	12	3
MGB216	Technology Management [®]	12	3

Year 5, Semester 1

Two units from:

MGB323	Small Business Management [®]	12	3
BSB300	Management, The Firm & International Business [®]	12	3
MGB319	Quality Management [®]	12	3

Year 5, Semester 2

MGB203	Government-Management Interface [®] Elective	12	3
--------	---	----	---

Year 6, Semester 1

MGB303	Entrepreneurship Elective	12	3
--------	---------------------------	----	---

Year 6, Semester 2

MGB309	Strategic Management Elective	12	3
--------	-------------------------------	----	---

[®] These units comprise the Extended Major in Management.

□ Management Major with Specialisation in Industrial Relations

Subject Area Coordinator in Industrial Relations: To be advised

Course Information

This specialisation in Industrial Relations provides students with industrial relations skills, knowledge and understanding. It is an area of study which complements general management, focusing on the management of industrial relations, workplace bargaining, wage determination and the relevant legislation and strategies.

Professional Recognition

Graduates are eligible to join the Industrial Relations Society and the Australian Human Resources Institute.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 2, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB210	Operations, Production & Service Management	12	3
MGB201	Employment Regulation & Administration [®]	12	3

Year 2, Semester 2

BSB111	Business Ethics	12	3
MGB204	Industrial Relations [®]	12	3
	Elective	12	
	Elective	12	

Year 3, Semester 1

MGB303	Entrepreneurship	12	3
MGB219	Work & Society [®]	12	3
MGB312	Negotiation & Collective Bargaining [®]	12	3
Plus one unit from:			
MGB209	Occupational Health & Safety Management ^{®*}	12	3
MGB327	Wages & Employment ^{®**}	12	3
	Elective**	12	

Year 3, Semester 2

MGB309	Strategic Management	12	3
MGB329	Workplace Industrial Relations [®]	12	3
	Elective	12	
Plus one unit from:			
MGB308	International Industrial Relations ^{®**}	12	3
MGB202	Equity at Work ^{®*}	12	3
MGB301	Advocacy ^{®**}	12	3
	Elective**	12	

[®] These units comprise the Specialisation in Industrial Relations.

* One unit must be taken to complete the Industrial Relations specialisation.

** One unit only of these electives must be taken, not both (i.e. a maximum of four electives).

Part-Time Course Structure**Year 1, Semester 1**

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
	Elective	12	

Year 4, Semester 1

MGB210	Operations, Production & Service Management	12	3
MGB201	Employment Regulation & Administration [®]	12	3

Year 4, Semester 2

MGB204	Industrial Relations [®]	12	3
	Elective	12	

Year 5, Semester 1

MGB303	Entrepreneurship	12	3
MGB219	Work & Society [®]	12	3

Year 5, Semester 2

MGB309	Strategic Management	12	3
MGB329	Workplace Industrial Relations [®]	12	3

Year 6, Semester 1

MGB312	Negotiation & Collective Bargaining [®]	12	3
--------	--	----	---

Plus **one** unit from:

MGB209	Occupational Health & Safety Management ^{®*}	12	3
MGB327	Wages & Employment ^{®**}	12	3
	Elective**	12	

Year 6, Semester 2

	Elective	12	
--	----------	----	--

Plus **one** unit from:

MGB308	International Industrial Relations ^{®**}	12	3
MGB301	Advocacy ^{®*}	12	3
MGB202	Equity at Work ^{®**}	12	3
	Elective**	12	

[®] These units comprise the specialisation in Industrial Relations.

* One unit must be taken to complete the Industrial Relations specialisation.

** One unit only of these electives must be taken, not both (i.e. a maximum of four electives).

□ Management Major with Specialisation in Organisational Futures

Note: The Organisational Futures Disciplinary Specialisation will commence in 1997.

Subject Area Coordinator in Organisational Futures: To be advised

Course Information

This Specialisation in Organisational Futures is designed to give students a strong grounding in change management knowledge and skills and in organisational theory and design. The specialisation is future-oriented, focusing on the future of work and organisation and the challenges this implies for managers, workers, organisations and industries.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB210	Operations, Production & Service Management	12	3
MGB212	Perspectives on Organisations®	12	3
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB326	Understanding Organisations®	12	3
	Elective	12	
	Elective	12	
Year 3, Semester 1			
MGB303	Entrepreneurship	12	3
MGB302	Cooperative Organisation®	12	3
MGB314	Organisational Consulting & Counselling®	12	3
	Elective	12	
Year 3, Semester 2			
MGB309	Strategic Management	12	3
MGB324	The Virtual Organisation®	12	3
MGB313	Organisational Change & Development®	12	3
	Elective	12	

® These units comprise the Specialisation in Organisational Futures.

Part-Time Course Structure

Year 1, Semester 1

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
	Elective	12	

Year 4, Semester 1

MGB210	Operations, Production & Service Management	12	3
MGB212	Perspectives on Organisations®	12	3

Year 4, Semester 2

MGB326	Understanding Organisations®	12	3
	Elective	12	

Year 5, Semester 1

MGB314	Organisational Consulting & Counselling®	12	3
	Elective	12	

Year 5, Semester 2

MGB313	Organisational Change & Development®	12	3
	Elective	12	

Year 6, Semester 1

MGB303	Entrepreneurship	12	3
MGB302	Cooperative Organisation [@]	12	3

Year 6, Semester 2

MGB309	Strategic Management	12	3
MGB324	The Virtual Organisation [@]	12	3

[@] These units comprise the Specialisation in Organisational Futures.

□ Management Major with Specialisation in Public Sector Management

Subject Area Coordinator in Public Sector Management: To be advised

Course Information

The Specialisation in Public Sector Management complements the Management major in the School of Management. Building on the major core, it offers an integrated core of units which develop specific skills and knowledge relevant to the public sector.

Professional Recognition

The Royal Institute of Public Administration acknowledges the appropriateness of this specialisation for the study of public sector management. Subject to the choice of suitable elective units, the specialisation satisfies requirements for membership of the Australian Institute of Management (AIM).

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3
BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB210	Operations, Production & Service Management	12	3
MGB205	Machinery of Government [@]	12	3
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB203	Government-Management Interface [@]	12	3
MGB213	Public Sector Management [@]	12	3
	Elective	12	
Year 3, Semester 1			
MGB303	Entrepreneurship	12	3
MGB318	Public Policy [@]	12	3
MGB317	Political & Administrative Analysis [@]	12	3
	Elective	12	

Year 3, Semester 2

MGB309	Strategic Management	12	3
MGB316	Policy Implementation & Evaluation [®]	12	3
	Elective	12	
	Elective	12	

[®] These units comprise the Specialisation in Public Sector Management.

Part-Time Course Structure**Year 1, Semester 1**

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
	Elective	12	

Year 4, Semester 1

MGB210	Operations, Production & Service Management	12	3
MGB205	Machinery of Government [®]	12	3

Year 4, Semester 2

MGB203	Government–Management Interface [®]	12	3
	Elective	12	

Year 5, Semester 1

MGB318	Public Policy [®]	12	3
	Elective	12	

Year 5, Semester 2

MGB213	Public Sector Management [®]	12	3
	Elective	12	

Year 6, Semester 1

MGB303	Entrepreneurship	12	3
MGB317	Political & Administrative Analysis [®]	12	3

Year 6, Semester 2

MGB309	Strategic Management	12	3
MGB316	Policy Implementation & Evaluation [®]	12	3

[®] These units comprise the Specialisation in Public Sector Management.

Double Major: Management Major and Human Resource Management Major

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3
Year 1, Semester 2			
BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3
MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3
Year 2, Semester 1			
BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3
MGB210	Operations, Production & Service Management	12	3
MGB328	Work & Performance [®]	12	
Year 2, Semester 2			
BSB111	Business Ethics	12	3
MGB217	Training & Development I [®]	12	3
MGB320	Recruitment & Selection I [®]	12	3
	Elective	12	
Year 3, Semester 1			
MGB303	Entrepreneurship	12	3
	One approved HRM Unit [®]	12	3
	Elective	12	
	Elective	12	
Year 3, Semester 2			
MGB309	Strategic Management	12	3
MGB315	Personal & Professional Development [®]	12	3
	One approved HRM Unit [®]	12	3
	Elective	12	

[®] These units comprise the Human Resource Management Major for the Double Major.

Please refer to Human Resource Management section for specialisations and concentrations in the Management major.

Part-Time Course Structure

Year 1, Semester 1

BSB115	Management, People & Organisations	12	3
BSB114	Government, Business & Society	12	3

Year 1, Semester 2

BSB116	Marketing & International Business	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB117	Professional Communication & Negotiation	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MGB207	Managing Human Resources	12	3
MGB211	Organisational Behaviour	12	3

Year 3, Semester 1

BSB110	Accounting	12	3
MGB100	Methods & Analysis	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
MGB217	Training & Development I [®]	12	3

Year 4, Semester 1

MGB210	Operations, Production & Service Management	12	3
MGB328	Work & Performance [®]	12	3

Year 4, Semester 2

MGB320	Recruitment & Selection I [®]	12	3
	Elective	12	

Year 5, Semester 1

	One approved HRM unit [®]	12	3
	Elective	12	

Year 5, Semester 2

MGB315	Personal & Professional Development [®]	12	3
	One approved HRM unit [®]	12	3

Year 6, Semester 1

MGB303	Entrepreneurship	12	3
	Elective	12	

Year 6, Semester 2

MGB309	Strategic Management	12	3
	Elective	12	

[®] These units comprise the Human Resource Management Major for the Double Major.

Please refer to Human Resource Management section for specialisations and concentrations in the Management major.

□ Marketing Core Major (MKT)

Course Duration: 3 years full-time, 6 years part-time

Total Credit Points: 288

Standard Credit Points/Full-Time Semester: 48

Subject Area Coordinator: To be advised

Course Requirements

All students are required to take the eight Faculty Core units and the six Major Core units in Marketing specified in the course structure below. In addition, Marketing students have the choice of either specialising in marketing by taking six Extended Major Marketing units, or taking another Core Major such as International Business. Finally, all Marketing students have four elective units that can be taken from any area, provided students have any necessary prerequisites.

Professional Recognition

Students of the Marketing program may meet the requirements for membership of a number of professional bodies. These include the Australian Marketing Institute, the Marketing Research Society of Australia, the Australian Institute of Management, the American Marketing Association and the Australian Institute of Export. Details of membership can be obtained from the Subject Area Coordinator.

HONOURS YEAR (OPTIONAL)

Refer to the course outline of BS63 for details.

Full-Time Course Structure

		Credit Points	Contact Hrs/Wk
Year 1, Semester 1			
BSB117	Professional Communication & Negotiation	12	3
BSB114	Government, Business & Society	12	3
BSB116	Marketing & International Business	12	3
BSB115	Management, People & Organisations	12	3

Year 1, Semester 2

EFB101	Data Analysis for Business	12	3
BSB112	Business Technology & Information	12	3
MIB204	Consumer Behaviour	12	3
BSB113	Economics	12	3

Year 2, Semester 1

BSB111	Business Ethics	12	3
BSB110	Accounting	12	3
MIB217	Marketing Management	12	3
	Extended Major/Specialisation/Elective	12	3

Year 2, Semester 2

MIB305	Market Research	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3

Year 3, Semester 1

MIB213	International Marketing	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3

Year 3, Semester 2

MIB315	Strategic Marketing	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3

Part-Time Course Structure**Year 1, Semester 1**

BSB113	Economics	12	3
BSB116	Marketing & International Business	12	3

Year 1, Semester 2

BSB115	Management, People & Organisations	12	3
BSB110	Accounting	12	3

Year 2, Semester 1

BSB114	Government, Business & Society	12	3
BSB112	Business Technology & Information	12	3

Year 2, Semester 2

MIB204	Consumer Behaviour	12	3
EFB101	Data Analysis for Business	12	3

Year 3, Semester 1

MIB217	Marketing Management	12	3
	Extended Major/Specialisation/Elective	12	3

Year 3, Semester 2

BSB111	Business Ethics	12	3
	Extended Major/Specialisation/Elective	12	3

Year 4, Semester 1

BSB117	Professional Communication & Negotiation	12	3
	Extended Major/Specialisation/Elective	12	3

Year 4, Semester 2

MIB305	Market Research	12	3
	Extended Major/Specialisation/Elective	12	3

Year 5, Semester 1

	Extended Major/Specialisation/Elective	12	3
	Extended Major/Specialisation/Elective	12	3

Year 5, Semester 2

Extended Major/Specialisation/Elective	12	3
Extended Major/Specialisation/Elective	12	3

Year 6, Semester 1

MIB213	International Marketing	12	3
	Extended Major/Specialisation/Elective	12	3

Year 6, Semester 2

MIB315	Strategic Marketing	12	3
	Extended Major/Specialisation/Elective	12	3

EXTENDED MAJOR

The Extended Major is intended to permit greater depth of study with an opportunity for students to exercise a limited choice of units. Students may take any six of the following units, provided that at least two of the six units are level 3 units denoted by 3 as the first numeric number in the unit code and that they have the necessary prerequisites. The (S1) or (S2) indicate the semester in which the units normally are offered.

Unit Title	Unit Level	
MIB311	Services Marketing (S1)	3
MIB215	Marketing Logistics (S1)	2
MIB307	Product Innovation & Market Development (S2)	3
MIB224	Technology & Marketing (S2)	2
MIB220	Organisational Markets (Business to Business Marketing)(S2)	2
MIB216	Marketing Decision Making (S2)	2
MIB226	Tourism Marketing (S2)	2
MIB310	Retail Marketing (S1)	3
MIB303	International Logistics (S2)	3
MIB210	Export Management (S1)	2
MIB308	Professional Marketing Practice (S1)	3
MIB309	Promotional Strategy (S2)	3

SPECIALISATIONS

Students may wish to select a specialisation instead of undertaking an Extended Major in Marketing.

The **International Business Analysis Specialisation** provides marketing students with an excellent understanding of the international environment within which marketing takes place, as well as an opportunity to study a selected industry in more depth. The (S1) or (S2) indicate the semester in which the units normally are offered. The Specialisation consists of three core, compulsory units.

MIB212	Industry & Regional Analysis (S1)
MIB314	Strategic Business Analysis (S2)
MIB203	Comparative Regulatory Systems (S1)

In addition, students then select one from a range of integrated sets of three industry or area focused options in order to develop a detailed understanding of the industry selected. The options include: Area Studies; Tourism; Retail Industry; Information Technology; Sports and Recreation; Distribution and Logistics; Cultural Industries, and others. The specific units are listed under the International Business entry in this Handbook, or can be obtained from the Subject Area Coordinator.

Three Marketing Specialisations are available for non-Marketing major students:

MARKETING FOR NON-BUSINESS MAJORS

BSB116	Marketing & International Business
BSB113	Economics
	OR
BSB115	Management, People & Organisations
MIB204	Consumer Behaviour

MIB217 Marketing Management
MIB213 International Marketing
MIB315 Strategic Marketing

MARKETING, LAW AND FINANCE

AYB120 Business Law
EFB210 Finance I
MIB210 Export Management
MIB311 Services Marketing
MIB216 Marketing Decision Making
MIB307 Product Innovation & Market Development

MARKETING DISCIPLINE FOR NON MARKETING, BUSINESS MAJORS

MIB204 Consumer Behaviour
MIB217 Marketing Management
MIB315 Strategic Marketing
Any three of the Marketing Extended Major units.

